Middie East peace bid 'neither made rate by 75 nor broken'

US secretary of state James Baker wound up his "make-or-break" Middle East peace shuttle, insisting he had neither made nor hroken his attempt to arrange an Arab-Israeli peace conference. Page 4

Gandhi leads polis Two Indian opinion polls predict Rajiv Gandhi's Congress party will win next week's ections - but without achieving a majority. A third poll forecasts Congress will win ontright control.

Yugoslavia crisis Yugoslavia remained paralysed after the country's state presi-

election of Stipe Mesic, a Croat.

Kurds optimistic Agreement between the Iraqi government and its Kurdish opponents on a new formula for Kurdish autonomy "may

be possible within days".

Moscow-Peking pact China and the Soviet Union, cementing ties after decades of ideological disputes, signed an agreement covering the eastern part of their common border. Page 3

Nepal poil result

The Nepali Congress party appears to bave pulled off a narrow victory over strong Communist opposition, in Nepal's first multi-party elections in 32 years. Page 4

Turk 'spy' sentanced Hicabi Kocyigit, caught handing papers to an Iraqi diplomat during the Gulf war, was convicted of treason by an Ankara

ccurt and jailed for 121/2 years. **Toronto standoff** Police in Toronto moved to break up a protest by 1,000 truckers who have blocked

highway for two days.

Ro Jai-bong to stay South Korean President Rob Tae-woo defied demands of anti-government protesters by refusing to sack Ro Jaibong, his prime minister, and ordered tougher action against

illegal rioters. Pinochet drops visit Chilean army chief General Pinochet dropped a planned visit to South Africa from his controversial tour. Page 5

Abortion uproar Deputies from the Democratic Union, a Polish political party, tabled a last minute motion suggesting their parliament suspend work on a law ban-ning abortion. The issue is dividing the country'

Red faces in NZ New Zealand government began an investigation into why it funded a gang of "ghost-busters" as part of a job creation scheme. The group, whose main thrust was to identify ghosts, track them down and photograph their aura received NZ\$90,000 (\$63,000) of government money.

Business Summary **Spain cuts** intervention basis points

The Bank of Spain cut its official intervention rate hy 75 basis points to 12.75 per cent in a move which will relieve pressure on the French franc and could open the way for

a cut in French interest rates. The Spanish cut is the second this year. On March 15, the Bank cut the intervention rate by a full point to 13.5 per cent after a sharp drop in the infla-tion rate. Page 20; Australia cuts interest rates, Page 4

SECURITIES houses in Japan reported sharply lower profits for the fiscal year to end-March, reflecting the effects of the Tokyo stock market plunge and the collapse of commission income. Page 21

CHINA: Bush administration will consider attaching conditions to the annual renewal of China's Most Favoured Nation trade status. Page 20 JAPAN'S trade surplus for April rose 79.3 per cent from

a year earlier to \$6.3hn. IMPERIAL Chemical Industries: Interoational banks are unlikely to support a hid by Hanson, acquisitive UK indus-trial conglomerate, for ICL

US housing market: Construction of houses and apartments rose 6.2 per cent in April, because of effects of lower interest rates. Page 5

UK economy: Government reported the biggest April rise in unemployment for more than 20 years while releasing industrial production figures that suggested the recession may have touched bottom. Division over figures, Page

20; Details, Page 6 ATLAS Copco, Europe's biggest air compressor manufac turer, reported a 36 per cent drop in profits after financial items to SKr250m (\$41m) for

the first quarter. Page 21

EAST Germany: Credits of DM36bn (\$20.7bn) will be channelled to east Germany via three government development banks this year. Page 3

BOTSWANA, world's biggest diamond producer, has agreed to continue selling its diamonds for the next five years through De Beers, the South African group. Page 32

SOUTH Korea has been criticised by the US for maintaining exchange and capital controls and for discriminating against foreign financial companies.

CEDEL, one of two Eurobond clearing houses, will accept a compromise solution to a dispute on the exchange of clearing information with its rival Euroclear. Page 26

THOMSON Corporation, Canadian-controlled travel and publishing group, has hlamed the impact of the recession and the Gulf war for the rare loss, of \$56m, it posted in the first quarter. Page 24

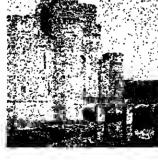
SOCIETE Générale de Belgique is to raise BFr8.25bn (\$237m) hy selling two minority stakes and a tranche of its own

Weekend

Tomorrow: The sayings of Jesus: new evidence or hoax?

A two-page guide to the best of the arts festivals

CONTENTS



Sunday trading: Legal muddle tangles trading on the day of rest Indian elections: A star of the silver screen follows his conscience Technology: Soviets take the industrial revoluagement: Jepan's screwdriver factories

put down Europeen roots UK politics: Waiting for John Major to light Lext UK economy: France; interest rates: Tau-

Bulgaria: Making the great leap to democracy

21,24 5 21,22

Sparks fly at the US-Japan semiconductor trade talks



Senator Lloyd Bentsen has opened a new front in the trede wer between the US and Japan by accusing the Japanese of depriving US companies of the equipment they need to make advanced

Landor

New York lun \$1.7480

MARKETS

London: \$1,7450 (1.748) DM2.9600 (2.955) FF:10.0475 (10.03) SF:2.5125 (2.5) Y240.00 (241.25) £ index 92.20 (\$1.9) COLD New York: Comes \$357.1 (360.9) Longon: 5356.0 (360.15) N SEA OIL (Argus) Brent Jul \$18.375 (18.3)

Chief price changes yesterday: Page 23

DM1.6970 (1.69) FFr5.7575 (5.7375) SFr1.4405 (1.4305) Y137.55 (137.95) S Index 65.3 (65.4) Tokyo close: Y137.30 Fed Funds 5钱% 3-mo Treasury Bills; yield: 5.566% Long Bond: 9731 yield: 8.304%

DOLLAR

New York DM 1.6955 FFr5.7505

SFr1.4380 Y137.60

S&P Comp 372.37 (+3.80) Takyo: Nikkel 25,520.27 (-302.20) LONDON MONEY 3-month Ini closing 1135% (1133) Little long gilt future: Jun 9035 (9033)

STOCK INDICES

2471.9 (+12.5)

FT Ordinary: 1938.2 (+ 12.6)

New York his DJ Ind. Av.

FT-A All-Share: 1,196.09 (+0.4%)

2,894.45 (+29.07)

Soviet president offers radical economic reform in return for aid Gorbachev in secret G7 offer

By John Lloyd in Moscow

PRESIDENT Mlkhail Gorbachev has made a secret appeal to the Group of Seven leading industrial nations for extensive financial and technical support in return for a root and branch economic reform in the Soviet Union.

the Soviet Union.

The plan was disclosed by Mr Grigory Yavlinsky, a former deputy prime minister of the Russian Fedaration, who has amerged as an informal mediator between Mr Garbe. mediator between Mr Gorba-chev, Mr Boris Yeltsin, leader of the Russian parliament and western financial institutions. This unprecedented initia-tive if followed through, would mean that economists from the World Bank, the International Monetary Fund and other institutions would directly work on

the reforms with Soviet offi-Mr Yavlinsky said he had drafted a letter from Mr Gorbachev to the G7 two weeks ago which proposed the integration of the Soviet Union into the world economy, the liberalisa-tion of Soviet prices, and a

MRS EDITH CRESSON, taking

office yesterday as France's prime minister, launched an

immediate attack on Japanese

"I am against the manifest

imbalance which exists between the European Commu-nity, which is not at all protec-

tionist...and the Japanese sys-tem which is hermetically sealed," she said in her first

"Europe has no response to the Japanese system, and it is this response that I would like

to help emerge," she said. However, Mrs Cresson, who has a reputation as a battling left-

winger, offered no concrete pol-

lcy on the Japanese trade issue

and firmly denied she was a

he said that the Euro

Commission was "a little lax"

in its attitude to imports of Japanese cars, and that it was

"inadmissible that Europe's

electronic components indus-try, which is the lifeblood of

should be totally dependent on

edged that import quotas for Japanese cars must one day be

ended, although a delay was

needed to strengthen European industry. Nor did she rule out

Nevertheless, she acknowl-

Japan"

industry of tomorrow,

television interview.

protectionism.

By Ian Davidson and George Graham in Paris

large-scale devolution of power to the republics. It calls for the active involve-

ment of experts from the G7 in drawing up the Soviet pro-gramme and for the prepara-tion of a parallel programme by the G7 to support tha

Mr Yavlinsky said Mr Gorbachev stressed at a meeting at the heginning of this month the importance of the plan commanding both public and westero support, and indicated his willingness to override con-servative forces in the Communist party. He said that gaining such support was "more impor-tant than narrow party inter-

Mr Yavlinsky emphasised that the Soviet leader appeared to have accepted both that heavy westero aid was a prerequisite for successful reform, and that he must tailor his economic and political priorities

accordingly Mr Gorbachev told the Cabinet of Ministers meeting on Wednesday that westero aid

owned electronics companies such as Bull, although she pre-

ferred European or even US

sketched out a programme lit-tle different from that of her predecessor, Mr Michel Rocard,

indicating with enthusiasm

that she would undertake her assigned task of toughening up the French economy for the

European single market of 1993. It appeared she would be doing so largely with the same policy tools, and probably with

many of the same ministers as Mr Rocard.

Cresson, who has frequently and violently attacked Mr Roc-

ard in the past for policy weak-

ness, declined to criticise his

Mrs Cresson said the first

problem she must address was the budget. She made it clear,

however, that there was no

question of disavowing the

excellent economic policy" of

fiscal and financial discipline

adopted hy Mr Pierre Bérégo-

voy, the finance minister. President Mitterrand had

already confirmed that the "new elan" he sought to give to

France's economic competitive-

ness must be achieved within the existing hudgetary and

It was also striking that Mrs

Otherwise Mrs Cresson

was essential – using similar phrases to those used in the letter to tha G7.

Mr Gorbachev may himself be invited to address the G7 at its July meeting in London. Professor Stan Fischer, the former chief economist at the World Bank, who oversaw the IMF-World Bank report on the Soviet economy published last December, said yesterday that the report's proposals for aid to the Soviet Union could be the main item on the G7 agenda. Prof Fischer was speaking at a conference in Moscow organ-ised by Harvard University's Kennedy School of Govern-

ment.
Professor Jeffrey Sachs, a
Harvard economist who has
been the main adviser to the
Polish government on reform, ed that the Soviet aid should be in the order of \$30bn

a year over five years.

Mr Yavlinsky, the main author of the Yavlinsky-Shatalin "500 Day" programma for market reform which failed to get government support last

Cresson criticises Japanese protectionism

year, appears to have opened a window through which the Soviet president has discreetly signalled his willingnass to craft economic reform to the shape required by the west, in return for its support.

Such a willingness implies that Mr Gorbachav has covertly turned his back on conservative forces which blocked the first attempt at radical market reforms last October risking their wrath. However, it is not yet clear how far Mr Gorbachev is willing to institutionalise demo-cratic and legislative reform But in the agreement he signed with nine republican leaders last month, ha promised allunion elections before the end of the year – a pledge which Professor Sachs, and other

western experts, regard as significant The letter to the G7, approved and redrafted by Mr Yevgenny Primakov, the president's aide, says that a "con-crete action programe" should be drafted by representatives

of the Union and republican governments, with the partici-pation of western experts. Included in the programme, the letter says, should be "a concrete distinction of powers between republics and the cen-tral expectable in the concentral

tre, especially in the economic sphere"; a liberalisation of prices, a "strategy of structural changes creating the basis for the creation of an open eco-nomic system in the USSR and its integration into the world economy"; the development of "a legislativa framework for the functioning of market insti-tutions, especially in the sphere of foreign economic

spiere of foreign economic links, currency policy and for-eign investment", and the spelling out of the criteria for the use of aid from the Group. The letter also says that the Group should make clear what forms of economic assistance it is prepared to offer how it might ease the Soviet foreign deht and extend long-term credits,

Economist behind aid plea

Pöhl says he will quit Bundesbank for personal reasons

D 8523A

By Andrew Fisher and Katharine Campbell

in Frankfurt MR Kari Otto Pöhl, one of the world's most powerful central bankers, said yesterday he was resigning in October as presi-dent of the Bundesbank for personal reasons and that his move was neither a protest nor

a sign of frustration. a sign of rustration.

Asked by journalists if the pressures of the job, including disagreements with Bonn over the costs of German unification, had influenced him, Mr Pohl, 61, said there were many reasons behind his decision.

reasons behind his decision.

"I feel the need to devote myself to my family and my private interests to a greater extent than has been possible until now", he told a packed press conference at the bank's Frankfurt headquarters. Mr Pöhl has held public office in Bonn and Frankfurt for 21 years including the last 11

years, including the last 11 years at the head of the central bank. "You have to respect the fact that someone like me, who has had to put his head out of the window for so long and some-times finds himself in unfriendly surroundings, wants to move from the public

stage to the anonymity of nor-mal life," he said. Concern over terrorism. especially since the murders of Mr Alfred Herrhausen, head of the Deutsche Bank, and Mr Detley Rohwedder, who ran the Treuhand, the east German privatisation agency, also played a part in his decision. Asked if this was an issue, he said: "Certainly, yes. I am just a human heing! I have a

family and young children." Mr Pohl declined to elaborate on what he intended to do and also gave no hints as to who his successor might be, saying this was up to the Bonn

It is widely expected that the next president, likely to be 'named within 14 days, will be Mr Hans Tietmeyer, 59, the former state secretary of the Finance Ministry who became a Bundesbank council member

Mr Pöhl said his decision to leave the German central bank had been under consideration for some time. Ha was irritated that his intentions had been leaked, although he did not specifically blame the Finance Ministry.

Pragmatist calls it a day,

monetary constraints applied by Mr Bérégovoy. one possibility of Japanese partnerships for French statethe possibility of Japanes Edith Cresson embraces Michel Rocard at their handover meeting yesterday Bridgestone to inject \$1.4bn capital into US tyre operation

By Stefan Wagstyl in Tokyo BRIDGESTONE, the Japanese tyremaker, is to inject \$1.4bn extra capital into Bridgestone/ Firestone, its ailing US opera-

The funds are intended to allow Bridgestone/Firestone to cut its borrowings of about \$3bn by half, reduce interest payments and concentrate on improving its operational per-

Bridgestone/Firestone has

been losing money ever since Bridgestone bought Firestone for \$2.6bn three years ago, as its problems have been com-pounded by the downturn in the US auto industry. Bridgestone has spent some \$1.5hn upgrading Bridgestone Firestone's factories and has

increased control of the business by Jepanese executives, including the dispatch in March of a chief executive from Tokyo. Bridgestone/Firestone lost Y47.2hn (\$339.6m) last year almost wiping out the substan-tial profits made by the parent

company in Japan and cutting the group's net profit to Y4.5hn. It had originally

/20bn.

return into the hlack next year. But it clearly felt this target would be unattainable without further financial support. Mr Akira Yeiri, the Bridgestone president, said yesterday: "I believe it is essential for us to revitalise our American operations in order to become the world's leading tyre company.*
Bridgestone is raising the

Bridgestone has planned for

Bridgestone/Firestone to

funds for the capital injection through a Y80hn yen hond issue in the Euromarkets and a Y120hm programme of commer-cial paper sales. Bridgestone's main consolation is that other leading tyre makers also face severe difficulties in the face of severely depressed market con-ditions. Bridgestooe's financial strength means that it is better placed to cope with the prob-lems than some of its international rivals.

Against a world background of chronic over-capacity, major players like Michelin of France and Goodyear Tire & Rubber,

planned for net profits of Firestone's arch-rival in the US, have plunged into losses and are being forced into major

Goodyear, ousted hy hoth Michelin and Bridgestone from its former position as the world's higgest tyremaker, made a net loss of \$30.4m in this year's first quarter, repre-senting a sharp acceleration of the \$38m loss for all of last

With price-cutting endemic throughout the industry, Good-year is well into a joh cutting programme which will bring to 12,000 the total lost since early 1989, and is paring back

sharply on capital spending.
Michelin, the world's largest
and most indebted tyre maker,
made a FFr5.27bn (\$900m) net made a FFE-Z/Dn (\$900m) net loss last year, expects another loss this year and is making 16,000 redundant, 15 per cent of its worldwide workforce, over the next two years. Smaller tyre groups like Pirelli Tyre Holding have also fallen into losses. Placed into this perspective, Bridgestona/Firestona's predicamant appears slightly predicament appears slightly less alarming.

DCC LIMITED DCC CORPORATE PARTNERS LIMITED

DCC Limited is the new name of the DCC group holding company, which was formerly known as Development Capital Corporation Limited.

DCC is now a substantial and broadly based international investment and corporate advisory group. The former name of the holding company gave too narrow a perspective on the group's activities. Additionally, the group had become most widely known and referred to

DCC Corporate Partners Limited is the new name of the group's principal subsidiary, having changed its name from DCC Ventures Limited.

The new name of this company better reflects DCC's role as a committed and effective business partner. DCC Corporate Partners gives proactive and long-term backing to entrepreneurs and management through the provision of equity capital and business development

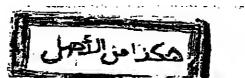
DCC Corporate Finance Limited, which is a member of the International Stock Exchange and The Securities and Futures Authority, will continue to act as an issuing house for new issues, rights issues and placings and to advise on acquisitions, mergers, disposals and financial structures.

LONDON: 103 Mount Street, London WIY 5HE. Tel: (071) 491 0767

DUBLIN: DCC House,

Brewery Road, Stillorgan, Co. Dublin. Tel: (01) 283 1011

BOSTON: One International Place, Boston, MA 02110. Tel: (617) 737 1013



FT writers examine the muddle of laws on sabbath trading

ANDERING through the streets of Paris on a Sunday morning, it is hard to imagine that, in principle, French law forbids Sunday shop opening. Shopping is, for the French,

the ritual occupation of Sunday morning. Where the British settle down to read the weekend newspepers, the French set out for the market.

Nevertheless, France's laws

Nevertheless, France's laws ban all forms of Sunday working, and all the shops thet open on the sabbath do so either in defiance of the law, or by virtue of some official exemption.

The rules are generally recognised to be a self-contradictory mess, but this is hy no means e situation unique to

In the UK the inability of the British courts to decide whether the 1950 legislation which governs Sunday trading is incompatible with free trade principles of European Community law, led Britain's highest appeal court this week to refer the issue hack to the European Court in Luxembourg for the second time in

The British Law Lords want to know whether the European Court's 1989 ruling, in a case involving the DIY chain B&Q, has been overtaken by its ruling in two recent cases brought by a group of small Belgian retailers, and the French Con-

forama chain.

The Belgian and French retailers had challenged their domestic laws, which restrict retail employment on Sundays. The European Court ruled, however, thet Sunday employment restrictions are not incompatible with free market principles of EC law, much to the dismay of the Sunday trad-

ing lobby.

The Sunday shopping picture across Europe is a mnddle. In Scotland and Sweden there are no restrictions. In Ireland, Portugal and Spain restrictions exist hut are not applied. In Germany shops close on Sunday and on Saturday afternoon.

The French rules are based partly on labour protection legislation, designed to protect workers from being forced to work on Sundays, and partly on regulations aimed to help France's extensive and politically sensitive lobby of small retailers against the hypermarkets

A wide range of exemptions, granted at local level, ensures e complete lack of uniformity across the country.

across the country.

A number of large retail outlets manage to stay open on Sunday, either hy obtaining suthorisation from a less finickety prefect or mayor, or because the occasional modest fines they incur are substantially outweighed hy the additional revenue.

Mr François Donbin, the Minister for Commerce, has put forward a draft bill designed to update the rules very slightly and make them more consistent. He has managed to satisfy no-one, how-

But one thing is clear: the French want Sunday shopping and this demand seems unlikely to go away. According to a poil published by the Journal du Dimanche, 56 per cent of those questioned are in favour of Sunday opening.

Belgium may be a predominantly Catholic
country, but it tackles
the issue of sabbath-day working from e pragmatic rather
than a sacred angle. Most large
Belgian stores remain closed
on Sundays, not because of
religious pressure but because
they cannot persuade the
unions that their members
should give up a day of rest.
The law is short and to the
point — "It is forhidden to
employ workers on Sundays"
— but there are numerous
exceptions. Belgium's 1971
labour legislation, for example,

labour legislation, for example, prevents people working in retail outlets on Sunday, but only after midday.

In February, when the European Conrt examined these rules it decided they were not in breach of EC law, because "their purpose was to ensure that working and non-working

hours were so arranged as to accord with national or regional socio-cultural characteristics".

While the decision caused much dismay among Sunday trading advocates in the rest of Europe, in Belgium the decision seems to have caused little distress. In any case, a 1987 amendment thrashed ont hy employers and unions means Belgian retailers can already open all day on the Sunday hefore Christmas and on two other Sundays during the year, while retailers in holiday areas can get round the legislation more frequently with the advance permission of local government inspectors.

German retailing hours

remain, curiously, some of the most restrictive in Europe.

Three Saturdays out of four turn into a breathless scramble to complete purchases before the doors swing firmly to at 2pm — indeed an hour earlier at many food stores and other uncommercially-minded enterprises.

A mild liberalisation of the antiquated law occurred in October 1989 when, after fierce political battles, shop-worker strikes and the like, stores were allowed to stay open an extra two hours on Thursday evenings until 8.30pm. The very German compromise, however, was that in exchange two hours were lopped off the first Saturday of the month.



Sunday shopping is a popular pastime for the French

Humbug and politics description dominate bizarre British institution

By John Thomhi

THE Sunday trading debate is a very British controversy, mixing as it does elements of high moral principle, crude political expediency, complex legal and business machinations, and not a little humbug. Britons have been arguing about the respective virtues and evils of Sunday shopping

for centuries.

A proposed restrictive bill on the subject in 1855 prompted 150,000 protesters to riot in Hyde Park, London, and pelt the prime minister's coach with fruit and stones. The bill was withdrawn.

was withdrawn.

The current legislation affecting the debate is the 1950 Shops Act, which was introduced as a temporary measure but has remained in force ever since.

This curious piece of legislation defined which goods could be sold on Sundays, although the specifications have since heen widely criticised as absurd and anachronistic. For example, as the law stands, it is legal to sell pornographic magazines on a Sunday but not a bible. Fresh vegetables may be sold but not tinned ones.

be sold but not tinned ones.

The Conservative government attempted to tackle the
issue by introducing a Shops
bill in 1986. However, the bill

was defeated at the second reading by 14 votes.
Ironically, many Scottish Labour MPs voted against the hill to embarrase the government, even though Sunday trading was legal in Scotland.
The government has mit extrement to great the largest.

attempted to grasp the legistative nettle again since that vote. But the debate received fresh impetus before Caristmas last year when many retailers opened their stores on Sundays in a desperate attempt to boost trade, which had been severely dented by recession.

opened their stores on Summys
in a desperate attempt to boost
trade, which had been severely
dented by recession.

Mr John Major, the recentlyinstalled prime minister,
described much of the Sunday
trading law as "bizarre" and
urged the retailers and their
critics to reach an acceptable
compromise.

compromise.

But it is difficult to see how a compromise solution can be achieved.

The British Retrilers' Association

achieved.
The British Retailers' Association (BRA) discovered that its members were split down the middla when they last consulted them on the issue a few years are

years ago.

And although the Keep Sunday Special Campaign (KSSC) accepts that there is a need to reform the law, it is still adamantly opposed to a general lifting of restrictions.

Greek Cypriots resigned to split ahead of election

By Kerin Hope in Nicosia

GREEK Cypriot voters have watched the general election campaign unfold on their television sets instead of going to rallies in the island's quietest campaign in memory.

This is partly because political leaders agreed to avoid polemics in the run-up to Sunday's vote and to keep the campaign to dialogue and discussion on the alresques

paign to dialogue and discussion on the airwaves.

But the low-key mood also reflects a growing resignation, especially among the young, to the island's continued division almost 17 years after Turkish troops occupied Northern Cyprus in response to a Greekinspired coup.

Politicians from every party seem highly suspicions of recent US efforts to encourage the Turkish side to come up with substantive proposals for

According to opinion polls, the right-wing Democratic Rally (DYSY) should maintain its position as the largest party in the 56-member house, followed by the communist Akel.

An electoral alliance with the small Liberal Party could push DYSY's share of the vote past 35 per cent.

Akel aims to take 30 per cent of the vote, while support for the centrist Democratic Party appears to be slipping.

Success turns sour for Ireland's beef baron

By Kleran Cooke in Dublin

NOT so long ago Mr Larry Goodman was regarded as one of Ireland's great commercial

success stories.

His privately held Goodman International group had quickly grown into being Ireland's and Europe's biggest beef processor and exporter.

Mr Charles Haughey, the Irish Prime Minister, gave enthusiastic backing to Mr Goodman's expansion plans. Ireland, it was said, needed go getters like its new "beef baron".

Now Mr Haughey's government has reluctantly agreed to a full judicial inquiry into allegations of widespread malpractices within the Goodman group.

This is believed to be the

first such inquiry in an EC country into the beef industry — an industry which the EC's own auditors say is subject to various malpractices, involving millions of pounds worth of Community finds

Community funds.

The immediate reasons for the inquiry into the Goodman group were allegations made in a British TV programme earlier this week. The programme – World in Action – alleged Goodman International had indulged in abuse of the EC subsidy system relating to beef exports. It also alleged, among other things, that bogus inspection stamps had been used in Goodman plants and, perhaps most damaging of all that unfit beef, some of it

alleged to be 13 years old, had been sold to customers. Mr Goodman has called the allegations "outrageous". He says he is considering legal

The issue has entered the political arena: the business of the Irish parliament had to he suspended for a time this week as opposition memhers demanded a dehate on the Goodman issue. Mr Haughey is said to be furious. Talk of political crisis is in the air.

Beef is a vital part of the Irish economy, accounting for 7 per cent of total exports.

ical crisis is in the air.

Beef is a vital part of the lrish economy, accounting for 7 per cent of total exports. Mr Goodman's companies control an estimated 40 per cent of the annual cattle "kill" in Ireland. In the past Mr Haughey's gov-

ernment has been accused of showing favouritism to Mr Goodman's companies, particularly over the provision of export credit insurance for beef exports to "high risk" countries, particularly Iraq.

On various occasions Mr Hanghey's government has been accused in Parliament of not monitoring alleged irregularities in the Goodman organisation. Mr Haughey himself was accused of "protecting a friend." In turn, Mr Haughey accused his critics of trying to sabotage the Irish beef indus-

Then in the middle of last year, Goodman International was revealed to be in severe financial difficulties. The

group owed 33 Irish and international banks more than I£450m; the Irish parliament was recalled to rush through companies legislation offering protection against creditors to Goodman and other compa-

Since that time Goodman has been involved in a series of complex rescue proposals with creditor banks.

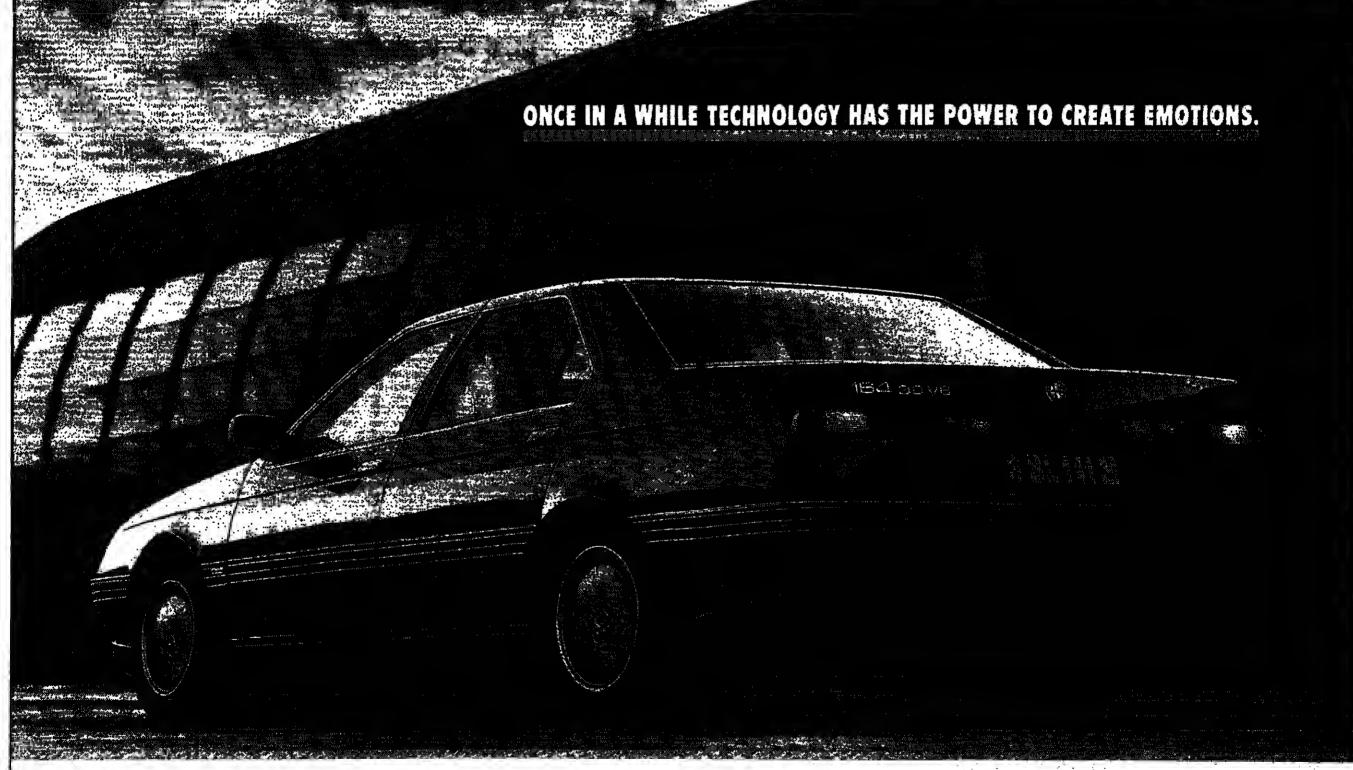
Mr. Haugher's Figure Fail

Mr Haughey's Fianna Fail party did not want this investigation. But the small Progressive Democrais party, in coalition with Fianna Fail, forced the issue.

Mr Haughey must be wishing he had never heard of Ireland's "beef baron". The Finnacial Times (Europe) Let Published by the Finnacial Times (Europe) Ltd., Frankfurt Branch, (Goiolletistrayse 54, 6000 Frankfurt-am-Malm 1: Telephone 669-75930; Fax 609-72267; Telex 416193 represented by E. Hugo, Frankfurt/Main, and, as members of the Board of Directors, R.A.F. McClean, G.T.S. Damer, A.C. Miller, D.E.P. Palmer, London, Printer; Frankfurter Societies: Druckerel-GmbH, Frankfurter Main, Responsible editor: Richard Lambert, Franacial Times, Number One Southwark Bridge, London Sél 9HL. The Financial Times Ltd. 1991.

Reginered office: Number One, Southwark Bridge, Loadon SEI 9HL. Company incorporated under the hars of England and Wales. Chairman: D.E.P. Palmer, Main shareholders: The Financial Times-Limited, The Financial News Limited, Publishing director: B. Hughes, 168 Rue de Rivoll, 75044 Paris Cedex OI. Tel: (01): 4297 0621; Fax: (01): 4297 0629; Editor: Richard Lambert Printer: SA Nord Belin: (15721 Ric de Caire, 59100 Roulant Cedex I. ISSN: ISSN 1143-2753. Cogamission Paritaire No 678081).

Financial Times (Scandinova) Vinanciskafet 42A, DK-116! Copenhagen-K, Denmark, Telephone (33) 13 44 41, Fax (33) 935335.



Few cars embody this spirit better than the Alfo Romeo 164. And with good reason. For over 8 decades motoring enthusiasts the world over have been enthusing over the sophisticated technology that has made Alfo Romeo synonymous with refined and

sporty motoring. It is evident in the whole range of engines: from the brilliant elasticity of the opposed cylinders of the Boxer to the classic orchitecture of the V6; from the pre-eminent technology of the Twin Spark to the continual evolution of the 4-volves

per cylinder engines, and the exceptional virtues of four-wheel drive. Equally, it shows itself in the performance of the versatile and compact Alfa 33, the ultra-powerful 75, the sporty Spider and, of course, the prestigious 164. Add the superior comfort

of ergonomically designed interiors, the advanced "active" safety features, the quality of the components and the reliability of every model, and you have one of the most technologically advanced marques in the world. This level of technology is matched by the enterprise and efficiency of every one of our 3,300 Alfa Roméo dealers and assistance points in Europe. In the world of Alfa Romeo, technology becomes warm emotion for unrivalled driving pleasure. Alfa Romeo is a class opart.



By John Lloyd in Moscow

MR. Yavlinsky, the young economist at the centre of the Soviet president's initiative to begin a dialogue with the leading industrial countries on a criments, with the participation of western experts.

The programme would detail reform, is a classic example of the chaotic creativity which surrounds the process of Soviet

economic change. The letter requesting west-ern help which Mr Gorbachev has approved for transmission to the Group of Seven was essentially crafted by Mr Yav-linsky. It represents both a plea for financial assistance, and an admission that the Soviet Union must conduct its reforms with et least one eye

on the west.

There are many questions remaining on both political and economic – specially on the democratic front – and the reaction of the west is not yet clear, the letter indicates how far the Soviet government is presently prepared to go.

The main proposals in the

Moscow and

CHINA and the Soviet Union,

cementing ties after decades of Ideological disputes, yesterday signed an agreement covering

the eastern part of their com-mon border, agencies report

The official Soviet news

agency Tass said the agree-

ment was signed in Moscow by Qian Qichen, Chinese foreign

minister, and Mr Alexander Bessmertnykh, Soviet foreign minister. No details of the accord were published. Portions of the 4,600-mile

border have been in dispute for more than 30 years. The agreement settles some of the disputed sections but excludes some of the most troublesome areas, including islands in the

Amur River over which the countries clashed in 1969. The ceremony was attended

hy President Mikhail Gorba-chev and Jiang Zemin, China's

Communist Party leader, pay-ing the highest level visit to the Soviet Union since Mao

Peking sign border pact letter are that a "concrete action programe" should be drafted by representatives of

the "forms of economic cooperation" with the Group of Seven and would take into account the analysis and recommenda-tions included in the World Bank/IMF study of the Soviet economy published last Decem-

ber.
Included in the programme, the letter says, should be "a concrete distinction of powers between republics and the cen-tre, especially in the economic sphera"; price liberalisation and structural changes designed to reintegrate the Soviet economy into the world market: a "strategy of struc-tural changes creating the basis for the creation of an open economic system in the USSR and its integration into the world economy"; the devel-opment of "a legislative frame-

work for the functioning of market institutions, especially in the sphere of foreign economic links, currency policy and foreign investment"; and the spelling out of the and cri-teria for the use of aid from the The letter also says that the Group should make clear what

Included in the programme should be 'a concrete distinction of powers hetween republics and the centre, especially in the economic sphere'; price liberalisation and structural changes designed to reintegrate the Soviet economy into the

world market'

forms of economic assistance it is prepared to offer, how it might ease the Soviet foreign debt and extend long term

Since resigning as deputy prime minister of the Russian Federation last year, Mr Yav-linsky has been able to play a

kov, who asked him to draft a letter from Mr Gorbachev to mediatory role between Mr Gorbachev and Mr Boris Yeltthe Group. This process was completed by May 3.

He was one of those who counselled Mr Yeltsin to com-The next day, Mr Primakov promise with Mr Gorba-chev - a compromise which asked him to meet the presi-dent on May 5. He first met Mr resulted in Mr Gorhachev's Yeltsin, who told him that all pledge on April 23 to devolve power to the republics, while republican leaders, including republics would support a radical plan which would have western support - and called Mr Gorbachev to say so. Mr Yavlinsky then met Mr Gorba-chev, with his aides Mr Alex-ander Yakovlev and Mr Primacrucially Mr Yeltsin, agreed to support an anti-crisis plan.

Mr Yavlinsky appears to have heen critically important in persuading Mr Gorbachev that no plan has any hope of working unless it attracts very kov. He gave Mr Gorhachev a copy of his own draft of a conlarge sums of foreign aid.
He attended the meeting of crete action plan, to the kind the Group of Seven might suptha Group of Seven in April armed with the request from port. Mr Gorbachev proposed merging the contents of the let-Mr Yevgenny Primakov, the presidential aide, to let it be known that the Soviet leader wished to take part in the Group of Seven's meeting in ter into the action plan over the next week. Mr Yavlinsky is now continuing to work on the reform project, whose ultimate shape

depends on the complex inter-ection of the union and repub-July.
On his return to Moscow at the end of April, Mr Yavlinsky was contacted by Mr Prima-

sin, the Russian leader.

East Germany to receive credits totalling DM36bn

CREDITS totalling DM36bn (\$21hn) will be channelled to east Germany via three gov-ernment development hanks during the course of this year, the Finance Ministry calcu-

lated yesterday. The loans, through a variety of programmes with varying degrees of subsidy, are expec-ted to preserve or create a total

of about 500,000 jobs.
Some DM20hn of the funds will come via the Kreditanstalt will come via the Kreditanstalt für Wiederaufbau, which has already approved mslnly long-term credits of DM10.4hn (distributing DM4.2hn of those). They are directed at a variety of public and private projects, ranging from housing programmes and environment clean-up projects

clean-up projects. The Deutsche Ausgleichs-hank, the other development bank charged with administering the programme, has epproved DM8.4hn worth of

field, out of an expected total of DM12bn. The third is the Berliner Industriebank.

The principal handicap has

been the complete breakdown of east German local government and administration. Germany's Social Democrats will form a coalition with the liberal Free Democrats in the state of Rhineland-Palatinate, where the ruling Chris-tian Democrats suffered a key defeat last month, David Good-

hart adds from Bonn. To hold open the prospect of a similar arrangement at national level, the SPD leader ship in Bonn preferred a Social Democrat/Free Democrat coali-tioo in Rhineland-Palatinate, despite some rank and file sup-

port for another coalition with the Greens.

The Treuhand privatisation agency said yesterday it had reached an accord to save the option manufacturer. Jacontile. optics manufacturer, Jenoptik Carl Zeiss Jena. credits, including in the energy

Yugoslavia remains in paralysis

By Laura Silber in Belgrade

YUGOSLAVIA yesterday remeined paralysed after the country's state presidency con-tinued to block the election of

Mr Stipe Mesic, a Crost. It was unclear yesterday who led the eight-member head of state following the failure to confirm Mr Mesic as president.

Despite the political and constitutional crisis, however. there were signs that some of the federal institutions contin-

Mr Ante Markovic, the federal prime minister, tried to damp fears that the country would fall apart following the rejection of Mr Mesic.

"Yugoslavia will continue to "Yugoslavia will continue to survive whether or not some of its functions exist," be said. Serbia and its provinces of Kosovo and Vojvodina had voted against Mr Mesic. The representative from the republic of Montenegro abstained because the federal parliament

because the rederal parliament had not yet approved its candidate for the presidency.

The presidency, which is represented by the six republics and two provinces, was expected last night to hold another vote on Mr Mesic. • Mr Gianni De Michelis. Itely's foreign minister, annonnced yesterday that Poland will be admitted to the Pentagonal, an association of European countries working to promote political, economic, technical and cultural coopera-

tion among themselves, AP reports from Rome.
Poland will join Austria, Czechoslovakia. Hangary, Italy, and Yngoslavia as members in Duhrovnik on July 26. Mr De Michelis said the Pentagonal will then become a Hexagonal Meanwhile Poland will attend the Pentegonal

meeting Friday and Saturday as an observer, he said. "Polish participation in this initiative demonstretes the will of central European countries to strengthen pragmstically their cooperation in this very important moment of

very important moment of Enropean integration," said Mr De Michelis.

The Pentagonal was Isnnched in Budapest on November 12, 1989, as a quad-rilateral association.

Czechoslovakia joined the group in early 1990.



Cementing ties: Mikhail Gorbachev raises a glass to toast Jiang Zemin in celebration of the agreement in Moscow would need to continue for about 20 years to give an accu-

Aid programme for Chernobyl launched

FIVE years after the Chernohyl nuclear explosion, the World Health Organization yesterday launched an international programme to assess the impact of the disaster, AP reports from

The UN health agency said the project would investigate and combat the health consequences of the accident and prepare medical anthorities to

prepare medical anthorities to cope with future incidents. It said special priority would he given to finding out whether there was a higher incidence of leukeemia and thyroid diseases emong the population living near the nuclear power plant, WHO said the programme would also examine psycholog-lcal problems in nearby com-

munities, where many people remain afraid to eat fresh food.
Dr Wilfried Kreisel, head of WHO's covironmental division, told journalists the program

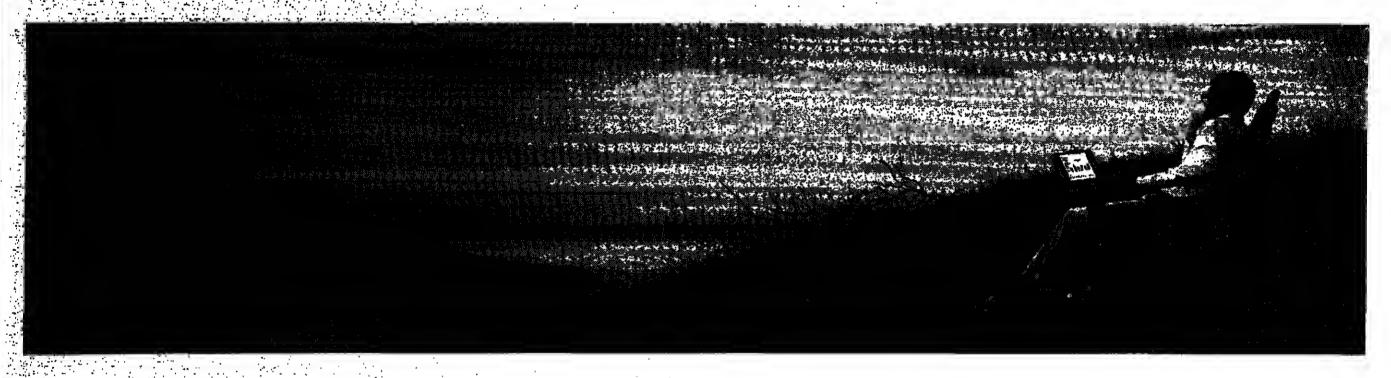
impact of the explosion. He said 270,000 people lived in areas of the Ukraine, Byelorussia and Russia affected by the April 1986 disaster. A resolution adopted by the

UN agency's annual conference endorsed the establishment of an internetional research centre based in the Soviet Union and appealed for donations to support the work. • The European Commission

said yesterday it would give aid worth ebout \$60m to help rebuild health facilities In Iran and support agricultural projects in India and Paraguay, Renter reports from Brussels. The aid to Iran, Ecul3m (\$15.6m) is the largest ever awarded by the European Com-

munity to that country.

The Commission said it would give Ecu26.7m to India for pilot projects in commercial horticulture and Ecu10.4m to Paraguay for the resettlement of landless farmers.



'Sometimes you have to get out of the office to get into work."

The best way to enable someone to succeed is to grant them the freedom to work whenever and wherever they want.

In short, liberty leads to excellence. Hence Librex Notebook Computers, the new range of truly personal computers from Nippon Steel Computer.

The inspiration and expertise have been provided by Nippon Steel Corporation of Japan, a company that has long provided high quality innovative technology solutions for a diverse range of manufacturing and business environments.

Now Nippon Steel Computer is focusing those values and vision purely on notebook computer technology.

Both the Librex 286 and 386SX Notebook Computers have all the power of a desktop PC but built in an A4-size machine, less than 2 inches thick and weighing just over 6lbs.

To discover the freedom you've always wanted simply call 0800 900989 for a free information pack and the name of your nearest Librex Qualified Dealer.



EXPERIENCE THE FREEDOM

Australia reduces interest rates to 10.5 per cent

By Kevin Brawn in Sydnay

THE Australian Reserve Bank moved quickly yesterday to take advantage of a sbarply improved inflatioo outlook by cutting official interest rates

by a point to 10.5 per cent.

The cut, announced jointly by the bank and Mr Paul Keating, the treasurer (finance min-ister), follows a fall of 0.2 per ister), follows a fall of 0.2 per cent in the Consumer Price Index in the March quarter, which reduced the annual rate of inflation to 4.9 per cent.

Mr Bernie Fraser, the Reserve Bank governor, said a cut was "appropriate and responsible" in the light of indications that inflationary indications that inflationary

pressures were abating.
Official rates have now fallen by 7.5 points since they peaked at 18 per cent in Janu-ary 1990, following a tightening of mooetary policy designed to reduce an escalating current account deficit.

Two of the big four trading banks responded immediately by cutting commercial and housing interest rates by 0.5-1 housing interest rates by 0.5-1 per cent. The other banks are expected to follow suit shortly.

Mr Keating said the Reserve Bank's action should convince Australians that the economy would recover from the slow growth of the last five quarters.

However, economists said

However, economists said the 1 per cent cut in official rates was not fully justified by the reduction in undarlying inflationary pressures, indicat-ing that the govarnment remains worried about tha weakness of the economy. The government was seriously concerned by a jump in the unemployment rate to 9.9 per cent in April, which intensified pressure from business organisations and the trade

of the reduction indicated tha authorities might not be prepared to keep up the downward pressure on inflation in the long term.

News of the cut was received favourably by the markets. The Australian dollar edged up in local trading to \$0.7828/33, from \$0.7825/30, and the Australian Stock Exchange All Ordinaries index closed 21.2 points higher at 1540.3.

'Kidnap' sours N Korea, Japan talks

By John Ridding in Secul and Emike Terazone in Tokyo

A BIZARRE twist in the story behind the downing of a South Korean airliner in 1987 by North Korean terrorists may complicate attempts to improve relations between

of investigation, Japanese police have identified a Japanese woman allegedly kidnapped and taken to Pyonyang to train Ms Kim Hyon Hui, one of the two North Korean ter-rorists believed responsible for the bombing of Korean Air

Lines flight 858 over Burma. Ms Kim Hyon Hui, convicted

T came as something of a surprise when Victor Baneriec, who won accolades for his sensitive portrayal of Dr Aziz in A Passage

to India, and has been associated with such renowned film

directors as David Lean and

Satyajit Ray, decided to enter the burly burly of Indian poli-

It is a serious bid, as a par-liameotary candidate from a

Calcotta constituency or

behalf of the controversial

Hindu revivalist Bharatiya

Janata Party (BJP), which is making a strong bid to form

the government and spread

Wearing a crushed cotton

kuria and pyjama, the chain-smoking, gaunt Mr Banerjee is an articulate spokasman for

himself. He speaks fluent English in an accant that

betrays his public school and upper-class Bengali upbringing it is a far cry from the apolo-getic Dr Aziz with a fake Peter

beyond its base in northern India.

as 1 saw the picture," said Ms Kim, referring to photographs of Yaeko Takuchi, a 36-year-old

According to Japanese police, Ms Takuchi, a resident of Tokyo, had vanished while

confirm Ms Kim's story that a
Japanese citizen was kidnapped to teach her the language and is still being held in
North Korea.

It is likely to have diplomatic
repercussions between Japan
and North Korea, which are
currently holding a series of
talks aimed at normalising

talks aimed at normalising bilateral relations. The Japanese Foreign Ministry also announced that the unions for a cnt in official interest rates to stimulate

Mr Stepben Roberts, chief economist at Dominguez Barry Samuel Montague, said the size of the reduction indicated tha

Kuwaiti groups say rights abuse still taking place By Our Middle East Staff

MR James Baker, the US secretary of state, yesterday wound up his latest Middle East peace shuttle, billed a week

ago as a "make-or-break" mission, say-ing he had neither made nor broken his

two-month attempt to arrange Arab-Israeli peace talks.

Mr Baker admitted after two days of

intensive discussions with Israeli lead-

ers that the two key issues holding no negotiations remained unresolved. But he insisted that the US would continue

its efforts to overcome them.
"I am not disappointed because I do

think that we're making progress," he said before flying back to Washington. He will report to President George Bush

on his trip today and they will decide

OPPOSITION groups in

OPPOSITION groups in Knwait said yesterday that human rights abuses were continuing and blamed the violations on a lack of democracy.

"The authorities have regretiably chosen a path that cannot in the end - even if we assume its great interview. cannot in the end - even it we assume its good intentions - but lead to violations of human rights and breaches of their sanctity," a statement, issued in Kuwait, said.

The groups called on the government to reverse a 1986 decree in which it dissolved parliament and froze several

parliament and froze several articles of the constitution. There have been indepen-

There have been independent reports of human rights abuses in Kuwait, including torture and killings, since the Iraqi army was driven out at the end of February. Kuwaiti officials say they stopped several weeks ago. Palestinians, relief workers and diplomats say they are still going on.

Journalists have been invited to attend trials of some 200 alleged collaborators. 200 alleged collaborators which start on Sunday.

admire Mr Advani but I did not

support his rath yatra [chariot tour that preceded the Ayodhya protests]. I condemn violence of any kind. Mr Advani listened to me patiently, a sign that the BJP is a truly democratic party."

cratic party."

And if his conscience does

not allow him always to toe the line, Mr Banerjee says he will simply quit the party. Despite his western first name and Anglo-Saxon educa-

tion, Mr Banerjee is a deeply devout Hindu and his friends say that, although he has no

prejndice against any other religion, it is the Hindn in him

which asserted itself when he thought of joining politics. Beneath his decision to join

the BJP lies a hatred of the Marxists who have ruled West

Bengal for 12 years, "a period that is an unmitigated disas-ter" he says contemptuously

(although he qualifies this with admiration of Mr Jyoti Basu, West Bengal's Marxist chief

On the face of it, it was hard to see what real progress Mr Baker had made in a week that included talks with Syr-ian, Egyptian and Jordanian leaders, as well as the Israelis and Mr Alexander Bessmertnykh, the Soviet foreign minister who also visited the region in e co-ordinated effort to achieve a breek-

The secretary of state acknowledged that he had not reconciled conflicting Syrian and Israeli demands over the conference which ha proposes should launch substantive bilateral negotia-tions between Israel and Arab countries. Syria insists on a significant role for the UN and some sort of executive function for the full conference. Israel rejects both demands, saying

they would bias the process against it. Mr Yossi Achimeir, a senior and to Mr Yitzhak Shamir, the Israeli prime min-ister, said Mr Shamir had not altered his position on either count in the latest talks. The Israeli side also backed off issuing a joint statement of positions with the US.

Mr Achimeir said the UN could play a part at the end of the process in formal-ising any agreements reached during negotiations, but Israel continued to reject even an observer role for the UN during the process.

Nor, he said, were Mr Baker's assur-

ances that a full conference would have no authority "to impose solutions, veto results or to command the parties" enough to end Mr Shamir's opposition

to the conference reconvening at any time after an initial formal opening. Nevertheless, Mr Baker said: "I think that there are many, many more areas A.

that there are many, many more areas of agreement with respect to this process on the part of israel and indeed on the part of many Arab governments than there are areas of disagneement."

He cited one positive move of his week — a pledge by the Gulf Co-operation Council countries to attend a peace conference as observers — as evidence of an unprecedented Arab willingness to conduct "face to face" discussions to conduct "face to face" discussions with Israel.

However, the GCC move failed to impress Mr Shamir and it was not clear what opening was left for Washington

Donors raise

aid pledges

for Ghana

Tokyo and Pyonyang.

After more than three years

of the attack which claimed the lives of 115 people, but par-doned and now a resident of Seoul, yesterday confirmed the identity of her former Japanese

walking on a beach in 1978. The development appears to confirm Ms Kim's story that a

case would be bought up at the

talks between Japan and North Korea starting May 20 in Peking. But a foreign ministry official said that North Korea would probably deny any involvement, and blame South

Korean propaganda.

Ms Kim Hyon Hui said she
believed that a number of other Japanese women had been forcibly taken to North Korea.
She also said she had seem several Japanese women at parties given by President Kim Il Sung, the North Korean

leader, and Kim Jong II, his son and designated successor. The Japanese police are now looking into the search of 6 peopla who are believed to have disappeared around 1978 from the coast of Fukui, in

Does his conscience permit him to follow the strong Hindu nationalist line of the BJP, with its commitment to demolish the Moslem shrine at Ayodhya and build a Hindu temple? He hrushes aside the question as inclusive the processor.

as insignificant in the overall

context of BJP policies. He finds it "astonishing"

that people should object to declaring India a Hindu nation.

Mr Banerjee says earnestly: "It

is the right nomenclature that will bring happiness to 80 per cent of its people and the minorities. Which other party

is calling for equal rights for everybody, a common civil code and closer integration of

Yet Mr Banerjee has reserva-tions about the BJP. Before

taking the plunge, he had a long chat with its leader, Mr L.K. Advani, who led the Ayod-

hya protests last year, when he voiced some of his differences

with the party.
Mr Bancrjee admitted: "I

Actor steps onto India's political stage

KK Sharma meets Victor Banerjee, a new parliamentary candidate for the BJP

Mandela warns that violence could spill into white areas

Baker mission 'neither made nor broken'

MR Nelson Mandela, deputy precident of the African National Congress (ANC), yes-terday warned that violence could spill over into white areas unless the South African government acts promptly to

stop it.

He was speaking on tha expiry of the ANC'e latest ultimatum: a demand that the government ban the carrying of spears in public by yesterday, or see the ANC pull out of talks on the country's political

It appeared yesterday that breakdown in the talks would be averted, as government offi-cials indicated privately that such a ban would be imposed. The ANC said it would take no further action until after its national executive met to con-sider the issue of violence, at a session due to begin today. President FW de Klerk of

South Africa, discussed the issue with Chief Mangosuthu Buthelezi, leader of the mainly Zulu inkatha Freedom Party,

Political analysts in West

engal have no doubt that the

Marxists will win West Bengal again. The constituency is made up of non-Bengali businessmen, Moslems and others not likely to be attracted by Mr

Banerjee's acting career.
His main opponent, Mr Debi
Pal, the sitting Congress member, gives Mr Banerjee no
chance whatever, saying voters
in Bengal will not be affected

Mr Banerjee is campelgning hard, making the rounds of his constituency, often going from door to door and speaking at

what seem to be well-attended meetings, although the muted

popular response suggests that people come because of his curiosity value.

"I'm not really worrled, you know. Fli just go back to what I have been doing. I'm a very happy and contented person, you know," he says thoughtfully, drawing deeply on a cigaretta.

And if the voters reject him?

by the actor'e glamour,



Mandela: expiry of ANC's latest ultimatum

in talks on Tuesday night which apparently failed to Chief Buthelezi is insisting that the carrying of spears is

part of Zuln culture, but the sight of heavily armed groups of Zuln men marching through black townships has often prowoked violence. It appears that Mr de Klerk may have to impose the han without Chief Buthelezi's approval. Mr Mandela told a service to

commemorate the death of 27 people at a squatter camp near Johannesburg on Sunday: "If the government allows the violence to continue because it is only affecting black people, there is a danger that it will affect white areas." Overall, nearly 10,000 people have died in black on-black violence since 1984.
"H black people found out

"If black people found out the government was working with the organisation they will arm themselves and take the violence into white areas," he added, in apparent reference to the Inkatha, which carried out the squatter attack. He added, however, that "there are many whites who remark and make whites who respect and value

By Stephanie Gray and William Keeling commitments to Ghana are set to reach \$970m (£560m) next year, significantly higher than the \$250m recommended by the World Bank as the minimum world Bank as the minimum needed for the country's finan-cing requirements in 1991. The preliminary commit-ments, reached at a Paris meet-ing of the Consultative Group for Ghana, will be a mix of

grant and concessional losses to provide balance of payments support. They are a sign of growing confidence in the sta-bility of the Ghanaian economy, which is in the ninth year of a World Bank-supported structural adjustment pro-

At the same time, a syndicate of 22 international banks has made a \$75m loan to the state-owned Ghana National Petroleum Corporation, mark-ing Ghana's return to the international credit market after a

gap of more than a decade.

The loan is to provide the petroleum corporation with working capital and is to be repaid in equal monthly instalments by mid-1962. The loan is supported by a government sovereign guarantee and will use foreign exchange proceeds from the 1991 cocoa marketing board contracts as collateral. The syndicate of banks is led by Bankers Trust company of the US and includes Barchaye of the UK, Banque Français, Ghana Commercial Bank and

the West African based Ecobank Transnational. In Paris, Mr Kwesi Botch-wey, Ghana's secretary for finance and economic plan-ning, said significant features of the next phase of the country's economic programme included further efforts to reduce inflation and stimulate private sector development.

He also noted: "The process of democratisation and increased accountability would be essential to sustaining eco-

nomic development."
The military government has agreed to talks on a constitution that will allow for political parties, the election of a national assembly and an exec-utive president.



Victor Banerjee as Aziz in A Passage to India

Treuhandanstalt Berlin **GPH Gesellschaft zur Privatislerung** des Handels mbH Hans-Beimler-Str. 70-72, 0-1020 Berlin

INDIAN

ELECTIONS

The 44-year-old actor defends his decision to join the BJP

almost belligerantly as he

moves restlessly on a sofa in his house in a fashionable

part of Calcutta. Tipped to be a Congress candidate almost until the day

before his announcement last month that he was joining politics, Mr Banerjee eavs aggressively: "Eventually I

Invitation to tender

For the purposes of privatisation, tenders are hereby invited for the following former HO hotels.

Tender documents (exposés, standard forms of contract, valuation guidelines and asking prices) for the hotels listed below are available at the respective branch offices of the Treuhandanstalt.

They may be inspected there as of 21 May 1991. Furthermore interested parties can pick up exposés regarding the various objects. They will not be posted.

THA Branch Office

Hotel property

0-8010 Dresden Webergasse 2

Hotel Gewandhaus Dresden

0-7010 Leipzig Friedrich-Engels-Platz 5

Parkhotel Leipzig

0-7500 Cottbus Gulbener Straße 24 Hotel Lausitz Cottbus

0-2500 Rostock Wilhelm-Külz-Platz 2

Hotel Neptun Warnemünde

The entire enterprise including land and buildings is to be sold.

Sealed bids in compliance with the guidelines available at the branch offices should be addressed to the relevant branch office no later than 5 pm on 7 June 1991 (time of receipt).

The branch offices of the Treuhandanstalt shall decide in respect the acceptance of tenders. The Treuhandanstalt shall not be bound to accept the highest or any particular tender.

Barzani hopeful of deal on Kurds

By Edward Mortimer

AGREEMENT between the AGREEMENT between the Iraqi government and its Kurdish opponents on a new formula for Kurdish antonomy "may be possible within days", according to hrief messages sent back to his mountain headquarters by the leader of the Kurdish delegation, Mr Masoud Barzani, who has been negotiating in Bachdad for the negotiating in Baghdad for the last 10 days. The talks have been con-

ducted in two committees. Both are said to have virtually finished their work, but this is unlikely to mean all disagreements hava been resolved. More probably it means that the areas of disagreement have been defined and can ba referred back to a plenary ses-sion – possibly another meet-ing between Mr Barzani and President Saddam Hussein (there were two last week). The main sticking points are

believed to be the govern-ment's insistence that the Kurds cut off all direct ties with foreign countries and con-duct their foreign relations through the Foreign Ministry in Baghdad; and the size of the antonomons region — the Kurds claim Kirkuk as their capital, and are demanding the inclusion of other areas such as Khanaqin and Mandali excluded from the nominally autonomous area eet up in

The Kurdish delegation took with it to Baghdad a draft statute for the autonomous region, which is an updated version of the one put forward by the Rurdistan Democratic Party in 1974 and rejected then by the government. The main points in this are: Kurdistan should have its own budget, including a share of oil revenues proportional to

• Iraqi forces in Kurdistan should be used exclusively to defend the country's borders. Their numbers should be agreed with the antonomous government and they should remain in specified barracks. Police and security forces should be part of the central interior ministry but be com-posed of Kurds and act according to directives from the local

the Kurdish population.

administration.

An independent constitutional court, including some Kurdish judges, should settle disputes between the autonomous region and the central government. government.

In addition, the Kurds agreed to insist on a general amnesty and restoration of employment to all refugees, including members of the army and security forces; the return of "Faili" Kurds exiled to Iran

in the 1970s, and their recognition as Iraqi citizens; and the return of all Kurdish peasants to their villages, with the reconstruction of the thou-sands of Kurdish villages that have been destroyed.

Despite Mr Barzani's opti-

mism, his supporters remain deeply suspicious of the gov-ernment's intentions. They believe its only real objectives are to get foreign troops out of Iraq and get economic sanc-tions lifted. Once these these are achieved it cannot be trusted to respect the terms of the agreement.

Accordingly the Kurds are doing their best to build guarantees, both external and internal, into the agreement. The government has opposed the notion of external guarantees.

The internal guarantee would
be the introduction of democracy in Iraq as a whole.

Pakistan passes Shariah law

Pakistani MPs yesterday passed a controversial bill making the Koran the supreme law of Pakistan and subjecting all aspects of life to Islamic tenets, AP reports from Islam-ahad. Passage of the legislation was a victory for Pakistan's Islamic religious parties, who extracted an election promise from Mr Nawaz Sharif, the prime minister, to introduce it.

US aids Bangladesh A US military task force rushed medicines and food to cyclone-stricken areas yesterday, where news reports said an epidemic of diarrhoea and ing tens of thousands of survivors, AP reports from Dhaka.

PLO to keep arms The Paleetine Liberation Organisation told Lebanon yesterday its guerrillas would not give up arms but would help the government extend its sovereignty over the whole country, Reuter reports from Cairo.

Narrow election victory for Nepali Congress

THE NEPALI Congress party appears to have pulled off a narrow victory over strong Communist opposition, in Nepal's first multi-party elections in 32

With 90 per cent of the votes counted, Congress had won 97 seats, just six seats shy of the 103 seats needed for an absolute majority in the 205-member parliament. The Communists were trailing with 65 seats and the two National Democratic parties, represent-ing the former royalist one-party sys-tem, suffered a grave setback, winning only four seats between them.

The Congress victory was marred by the party's loss in four of the five con-stituencies in Kathmandu, the capital,

and particularly the defeat of the Con-

gress president, acting prime minister Krishna Prasad Bhattarai. The depar-

ture of Mr Bhattarai, a moderate who

spent 14 years in jail during Nepal's 30-year struggle for democracy, is expected to boost extremists in both political parties.

"Nepal is in for a lot of street politics and instability," said Mr Rishikesh Shaha, a Nepalese political historian. "The Communist victory in Kathmandu will turn the Kathmandu valley into another Calcutta, with people resorting to street politics in opposition to the new government."

Under Nepal's new constitution, promulgated after last year's popular revolt against the absolute monarchy. the king will ask the party with the most parliamentary seats to form a new government. If Congress falls short of a majority, it is expected to join forces with the Nepal Sadbhavan (Goodwill) party, which won six seats in the southern region bardering ladia. southern region bordering India.

Most observers predict that Nepal's next prime minister will be Mr Girija Prasad Koirala, 66, general secretary of the Nepali Congress party, a man known for his ruthless political tactics and virulent anti-Communist rhetoric. Mr Koirala's repeated yows never to compromise with Communists are in stark contrast to the conciliatory approach of Mr Bhattarai, who led the coalition Congress-Communist cabinet that has ruled Nepal for the last year. Leading the opposition is Mr Madan

Bhandari, 39, general secretary of the Communist party, a militant leftist who defeated Mr Bhattarai by 751 votes. Mr Koirala blamed the "less than satisfactory" performance of Congress, a strong favourite going into the elec-tions, on organisational weakness, overconfidence, and the performance of the

Other observers attribute the strong Communist showing to a decision to lower the legal voting age from 21 to 18 years, adding an estimated an young people — most of them Communist — to the voting lists. Around 60 per cent of Nepal's 11m voters went to the polls. Nepal's new government faces the daunting task of bringing down an annual inflation rate that stands officially at 9 per cent, but which economic analysts suggest may be as high as 20 per cent. With a per capita annual income of \$170 (\$98), Nepal is one of the poorest nations in the world, suffering chronic unemployment and shortages of basic consumer items.

The other big issue for the new gov-ernment will be relations with India. A new trade and transit treaty between Nepal and India will be negotiated within six months.

Donors

Me Simpreme Greek

a de la companya della companya della companya de la companya della companya dell

事选 四位 现代

The second secon

I'm mide Beer

A 2710 23

By Peter Riddell, US Editor, in Washington

THE FEDERAL agency responsible for the rescue of the US savings and loan industry is being forced to change its sales techniques in order to dispose of \$100bn (258bn) in property and problem assets, which have falled so far to find buvers. -

The proposal by the Resolution Trust Corporation (RTC) involves offering incentives to more than 50 insurance and property companies, and other investors considered to have the financial capability and expertise to handle large port-folios. aid pledge for Ghang

falics.

The corporation would sell large packages of assets in exchange for a share in the cash flow generated from them, such as office rents, hotel revenues and debt service. The buyers would offer a dozen payment and a writer a down payment and a split of the cash flow between them and the RTC, until the hid price for the assets were achieved.

All of the properties in the packages will already have been offered at discounted prices for at least six months without takers. The present formula of seeking the highest competitive offar is widely regarded as inflexible; the RTC believes more will be sold via direct pegotiations:

direct negotiations: Mr William Seidman, RTC chairman, said the change to bulk sales had become necessary because of the unfavourasary because of the unravoura-hle market conditions. "If we could sell \$1m a day, it would take us \$00 years to sell those assets. The only way we can hope perhaps to stay on the schedule the Congress set [fin-ishing hy 1996] is by large sales to large buyers."

Declining interest rates revive US housing market to South

HOUSING starts in the US rose 6.2 per cent in April over the previous month, according to official statistics published yes-terday, indicating that lower interest rates are starting to revive the housing market. Also yesterday, encouraging news for US borrowers came from Mr Alan Greenspan, Federal Reserve chairman, who told a Senate committee the "credit crunch" - the apparent rejuctance of banks to lend to credit-worthy customers -might ease soon. He said the

to rebuild capital ratios hy raising profit margins. After seasonal adjustment, housing starts ran at an annual rate of 957,000 last month – 13.6 per cent above the January trough. The recovery however remediate texts ery, however, remains tenta-tive: in April starts were 21 per cent below the level of a year ago. The average rate of starts in the past three months was 3 per cent below the average in

crunch reflected banks' desire

the preceding quarter.
Figures for building permits
which provide the best guide to future construction trends – were less encourag-



ing, dipping 3 per cent last month to a seasonally adjusted annual rate of 865,000. That is 1.8 per cent above the January low but 23 per cent below the level of April last year.

Other indicators point to a modest housing recovery. Sales of existing homes rose 8.9 per cent in February and 0.6 per cent in March; sales of new homes were up 18.6 per cent and I per cent respectively. Inboth cases, though, the gains.

US Housing Starts

only made good a small portion of earlier declines.
The recovery in starts mainly reflects increased con-struction of one-family units. Building of apartment blocks with five or more units is still declining: the annual rate of starts was 138,000 last month, 19 per cent below the Jenuary level and about half that of April last year.
There are also big regional

Treasury raps Seoul over controls

By Peter Riddell

THE SOUTH Korean government has been strongly criticised by the US Treasury for maintaining pervasive exchange and capital controls, and for discriminating against foreign financial companies. In the latest of its sixmonthly reports to Congress on international economic and exchange rate policy, the Trea-sury also underlines US con-cern over the risks of a wider world recession in the Group of Seven industrial countries.

The report returns to the case made by the US at the meeting of G7 finance ministers in late April that "a recovery of world economic activity is hy no means certain." It highlights the problem of high real interest rates in many countries dampening invest-ment and growth prospects. The new report is particu-larly critical of South Korea for doing little to address the need

markets, including deregulation of interest rates and end-ing credit allocation schemes. The Treasury views "these issues as evidence that tha Korean government is unwilling in certain important areas to address the fundamental

concerns of the US."

The report is less critical of Taiwan's exchange restrictions, though it argues that they impede the full operation for hroader liberalisation of its of market forces in exchange tightly controlled financial rate determination.

I ast year, Agentina halted development of the project in response to US concerns over the spread of missile technology. Diplomats say the air force is defending the Condor project to justify its budget and reinforce its self-esteem. The service is seeking \$200-300m "compensation" from

Pinochet drops visit **Africa**

General Angusto Pinochet, Chilean army chief, has dropped a planned visit to South Africa from his controversial foreign tour, writes Leslie Crawford in Santiago. The African National Congress and South African trade unions have condemned any

Pinochet visit. This raised fears about his safety. Military sources in Santiago said the general would proba-bly visit Britain. It is believed that he was invited by Royal Ordnance, which is developing a short-range artillery rocket with Famae, a Chilean army manufacturer. The former dic-tator was yesterday in Portu-

Canadian blockade Canadian police were called canadian police were called yesterday to break np a blockade by 1,300 heavy lorries which had brought the country's busiest expressway to a virtual standstill for the past two days, writes Bernard Simon in Toronto.

Drivers blocked the TransCanada Highway near Toronto days attention to the barsh

gal visiting arms makers.

to draw attention to the harsh competition they have faced from US trucking companies since the local industry was deregulated two years ago.

US toxicity down

The amount of toxic chemicals released into the environment by US industry is declining slowly, according to government figures published yesterday, Reuter reports from Wash-

ington. The Environmental Protection Agency (EPA) said that, in 1988 and 1989, 22,650 industrial facilities released 5.7bn lbs of toxic chemicals into the environment, 1.3bn lbs (18 per cent) less than in 1987, the first year recorded.

Brazilian surplus

Brazil's trade surplus rose to \$1.41bn In April, its highest level in nine months, from \$1.06bn in March, according to official figures, Reuter reports from Rio de Janeiro, April events, were \$2.03bp, and exports were \$3.03hn and imports \$1.61bn, compared with \$2.6hn and \$1.53hn respectively in March.

Just south of the border. down pollution way

Barbara Durr finds environmental damage behind debate over a US-Mexican free trade pact

OUNG people in Juárez weren't getting high sniffing glue - they were using toxic waste. The chemicals, oozing from cootainers thrown in a local garbage dump, were traced to the maquiladora plant of an US-

owned company.
This incident in Juárez, on the south side of the US-Mexican border across from El Paso, Texas, is but one exam-ple of the 2,000-mile frontier's environmental calamity. Environmental damage there

is e main complaint by those who oppose the US Congress granting the Bush administration the fast-track authority it is seeking to negotiate a free trade agreement with Mexico. Green-minded activists charge that the maquiladoras in-bond factories strung along the Mexican side of the border - have escaped compliance with US environmental and workplace safety standards by setting up shop across the line where, although the relevant

laws are similar to those in the US, enforcement is weak. To defuse this opposition, the US administration has had to promise that despoliation of the environment will not continne. The Mexican government, also feeling the pressure, has moved to tighten environ-

mental inspections. But along the border -which stretches from Brownsville in Texas, on the Gulf of Mexico, to San Diego in Calif-ornia, on the Pacific – evidence of environmental dam-age done is nose-searing, and the bealth problems associated with it are rising swiftly. For example:

The aquifer that serves both Tijuana, Mexico and southern San Diego County is being poisoned by toxic chemicals dumped by maquiladoras and other US companies.

• Miles of some of California's most heautiful heaches. In

south San Diego, are closed because of the pollution that flows to tha Pacific from Tijuana.

• The water in Nogales, Arizona, is being contaminated by the stream that flows from its

twin city of Nogales, Mexico.

New, stuhborn strains of hepa-

titus-A are being found In El Paso, the rates for gas-tro-intestinal diseases run four times or more higher than the US national averages because of the lack of a good water supply, particularly in the

city's poorest areas.

The health situation on the border, according to Mr Efren Ornelas, an epidemiologist at El Paso's City-County Health unit, "is a time bomb."

Officials and business leaders on hoth sides of the border agree that a crucial factor in the region's deteriorating envithe region's deteriorating environment and health is the inadequacy of infrastructure to handle the industrial and population growth that has come with maquiladoras.

Pro-free trader Mr Charles Page, of the Greater El Paso

Chamber of Commerce, argues that environmental protection depends on implementing green technologies "to minimise the impact and remedy the unavoidable results of the

eral Motors, Chrysler, GE, Honeywell, and Zenith - are in Juárez and have led to an estimated doubling of the population to about 1.4m in the last 10

Infrastructure has been outstrlpped. Many roads are unpaved, and running water, electricity and sewage systems do not reach many districts. The mayor, Mr José de Jesus Macías, has a wish list of \$400m of infrastructural project. \$400m of infrastructural projects' his budget is just \$40m a year. Across the border in El Paso (population 550,000), the mayor, Ms Suzanne Azar, can spend \$350m.

Like other border cities, El Paso and Juárez hope to attract investment and play a big part in a US-Mexican FTA. But their overloaded infra.

But their overloaded infrastructure and environmental trouhlesmay drive investment elsewhere in Mexico.

Yet if, as expected, an FTA means a multiplication of maquiladoras, these are apt to



development of the maquiladora industry in Mexico." Inputs for the industry, cre ated in 1965 hy Mexico to attract foreign investment. arrive duty-free as long as the

plants' products are for export.
US Customs charges epply
only to the value added in Mexico. The industry includes about

1,800 plants and employs some 500,000 people. It has become the second largest foreign currency earner for Mexico after oil. Some of the gibbest plants - such as those ofFord, Gen-

repeat some of the border's prohlems elsewbere hecause they pay virtually no locel taxes.

Investment in the industry

provides jobs but little in pub-lic revenues. Also, wages are so low – about a seventh of those in the US for similar jobs – that the maquiladoras fail to create communities of taxable local resideots.

An FTA that does oot address some of these eco-nomic issues is unlikely to produce the kinds of henefits that both governments want.

S Koreans

east Europe

Argentine officers attack Menem's military policy

ARGENTINA'S persistent military unrest took a fresh twist yesterday as two former senior officers expressed bitter discontent over the government's military policy, senior officers expressed bitter discontent over the government's military policy, John Barbam reports from Buenos Aires. Brigadier Ernesto Crespo, former air force commandar, said Argentina was behaving like a "banana republic? in complying with US demands that it dismantle,

WORLD TRADE NEWS

to Jordan delayed by payment claim

By David White, Defence Correspondent

THREE British-huilt naval Thornycroft's chairman, said patrol boats destined for Jor-dan are lying at Portchester, near Portsmonth, waiting to be handed over once remaining payment claims are settled. payment claims are settled.
Vosper 'Thornycroft, the manufacturer, had been boning to hand over the vessels last summer. But payment delays were compounded by the Gulf crisis and potential political difficulties resulting from Jordan's sympathetic etance towards the Iraqt regime.
Jordan's support for Iraq prompted the US government to cut off military aid to the country last month. However, it is understood that the UK export licence for the Vosper sale remained valid throughout the conflict.

the conflict.
The patrol boat contract,

estimated to be worth about £20m, has been handled with considerable discretion since if was agreed in 1987. Mr Peter Usher, Vosper

Latvia awaits

Soviet go-ahead

yesterday that the company had recently resumed negotia-tions in Jordan and only a small part of the money owed was still outstanding. The last of the three 30-metre fast patrol boats, built to carry a

crew of 16, was completed late

The Department of Trade and Industry, which is responsible for issuing arms export licenses In consultation with the Foreign Office and the Ministry of Defence, said deliveries to Jordan would be considered "on their own merit" on the

"on their own merit" on the same basis as any other country. Sales to Jordan were, however, subjected to scrutiny during the Gulf conflict.

Two years ago Jordan shelved an order to buy eight Tornado fighter-bombers from Britain hecause of its deht problems. The deal would have been worth almost £500m, including training and £500m. including training and spares.

Delivery of boats | US semiconductor industry plans a new era

By Louise Kehoe in San Francisco

THE US National Advisory Committee on Semiconductors (Nacs) has unveiled a "technology roadmap" defining the technology advances that would he required "to assure US pre-eminence In-world semiconductor markets through the year 2000". This appears to be the first step toward advancing a radical plan for broad industry-government collaboration in cemiconductor research and development.

The proposed initiative Involves focusing the numerous disjointed efforts to advance semiconductor technology that exist throughout the US In

entering an era where no single com-pany has the financial resources to develop all the manufacturing pro-cesses and equipment and build the

industry, federal laboratories and agen- factories needed to process chips at the and the world semiconductor indus-

industry, federal laboratories and agencies, and the universities", the Nacs said.

The "Micro Tech 2000" initiative is the result of a three-day workshop involving semiconductor industry and government experts held last month. The event was sponsored hy the White House Office of Science and Technology Policy (OSTP).

"The semiconductor industry is entering an era where no single com-

These enormous financial demands, conpled with major technical risks . . . will force a new culture of co-operation and sharing within the US

try," they predicted.

The goal of "Micro Tech 2000" is to provide the US with the manufacturing technology to build one gigabit static random access memory circuits by the

end of the decade.

The high-level committee, appointed by President Bush is charged by Congress with "devising and promulgating a national semiconductor strategy". It will issue an interim report in July detailing the proposed initiative and outline how it might be organised. US frustrated by Japanese, page 20

By John Ridding in Seoul SOUTH KOREAN companies have stepped up trade and investment with eastern European countries following the normalisation of diplomatic

relations, according to the state-backed Korea Trade Pro-motion Corporation (Kotra). It says the expansion of economic relations reflects an attempt by Korean companies to diversify their markets and to overcome expected trade barriers in eastern Europe. In the first quarter this year a number of south Korea's chaebol, the large conglomerates which dominate the economy,

undertook new projects.
Hungary has so far proved
the most popular location for
Korean investment. Samsung Korean investment. Samsung has a joint venture factory for the manufacture of televisions. Another conglomerate, Lucky Goldstar, has reached an agreement with Paonon Plast of Hungary to form a joint venture for the manufacture of PVC flooring.

Hyundai Electronics, part of the Hyundai group, formed a joint venture with Selko industry, the Polish company, for the distribution of computers, computer-related equipment and telecom equipment.

Brussels to avoid curbs on Japanese 'transplant' cars

By Andrew Hill in Brusseis

THE European Commission will not seek to control production of Japanese cars within the EC during the transition to an open market for car imports, Sir Leon Brittan said yesterday.

Brussels wants to eliminate national restrictions on Japanese car imports by 1993, after which imports will be moni-

which imports will be moni-tored by Tokyo and hy the Commission for a transition period expected to end with full liberalisation by 1998 or

Sir Leon, the competition

nese cars, known as "trans-He said although production of such cars would be taken into account when deciding on

into account when deciming on transitional arrangements, it was not the Commission's intention to limit foreign investment in European car production "which we whole-heartedly welcome", nor to limit actual production or distribution of transplants within the EC.

commissioner, said he wanted to clear up "public confusion" on the issue of EC-huilt Japa-

Dornier wins US orders

GERMANY's Dornier aircraft manufacturing company said yesterday it had received orders for 35 passenger planes from Horizon Air of the US, with options for 25 more, AP reports from Oberpfaffenofen.

The company said the 33-passenger Do-328 models will be delivered between 1993 and 1997, in a deal worth about DM440m (\$257m).

The order represents a "milestone" for the pro-gramme, Dornier said. Dornier is a subsidiary of Daimler-Benz, Germany's largest industrial group.

Nearly half of the \$180hn world trade in textiles and

Gatt postpones decision on extending multi-fibre pact

A DECISION on the extension of the Multi-Fibre Arrangement (MFA) beyond its expiry date on July 31 was postponed again yesterday in the textiles committee of the General Agreement on Tariffe and Agreement on Tariffs and Trade (Gatt), writes William Dullforce in Geneva

Mr Arthur Dunkel, Gatt director-general, said some progress had been made in con-sultations between exporting and Importing countries hat more time was needed to arrive at a consensus.

clothing is conducted under

complete the Round last December means a decision is required on how trade is to be conducted after July 31.

Last week exporting countries grouped in the International Textiles and Clothing Bureau proposed that the MFA be extended in its present form until the end of 1992. But the conditions they attached are unacceptable to the EC and the US.

Bulgarian company starts a revolution

for investment By Enrique Tessieri, recently in Riga MR MARIS Gallis, the Latvirn head of foreign trade, expects that Latvia's first-ever foreign investment legislation since 1940 will get approval from the 1940 will get approval from the Supreme Soviet in the next two to three months. The Latvian parliament approved the new legislation more than two In a move aimed at attract-

weeks ago.
Latvia hopes to pave the way
for greater foreign investment by granting incentives like tax breaks. At present Latvia's 200odd joint ventures - mostly of German, American and Swed-ish origin - have been estab-lished under the Soviet joint venture law. Ninety per-cent of Latvia's joint ventures do not

have shara capital exceeding from not allowing foreignars to gain a monopoly in strategic sectors like refining, or to own ting foreign investment in the following fields: food industry, cannot own any stakes within timber, pulp, agriculture and high-tech machinery, microbises weapons or narcotics, or print ology, tourism, and electronics, money or security documents.

tus Latvia's new foreign invest-ment legislation has in Moscow, if approved, it will grant two-year tax holidays and additional three-year 50 per cent tax breaks for foreign companies if they establish themselves in strategic areas like food and electronics. Riga has not yet decided whether foreigners must own \$50,000 or \$100,000 of the share capital of a company to get government approval to estab-lish a business in Latvia. Apart

BULGARIAN textile factory, whose order books were full, and which had a Foreign Trade Organisation (PTO) to look after its interests has chosen to break with this comfortable risk-free arrangement, and risk-free arrangement and declare itself independent.

ing western partners and gaining complete antonomy from the state, Vitosha, a textile company based on the out-skirts of Sofia, the capital, opted to break away from Rila, the FTO for the textile indus-try, which provided it with raw materials and markets. The opportunity to become

independent arose last November when Bulgaria's former socialist government pushed through a bill aimed at breaking up large monopolies, including FTOs.

Although the state continues to own enterprises, and has yet to define property and owner-white rights, this legislation was

ship rights, this legislation was seen as the first step towards preparing enterprises for priva-



pany specialises in producing men's and ladies' wear and is one of the few Bulgarian labels capable of competing with western markets. Its suits are worn by the country's ministers, its overcoats are bought by German, Greek and Cana-dian wholesalers.

As in other countries in eastern Europe, the FTOs were set up in the late 1940s to act as the mediator between the enterprise and the buyer. But unlike western market-

marketing strategy. In the case of Vitosha, the management

regrets about trying to shift exports to new markets in the west. He says there were no incentives for Vitosha to improve quality, or increase

"Look, if the Soviet Union does not pay us in dollars, we will go elsewhere. If they want our goods, they will have to pay for them." explained Mrs Petrova. There were previously few incentives to expose the exchange earnings for any items sold in the west. "Instead, we got paid in Leva

firms," explained Mrs Petrova. But she helieves the com-

Portuguese mobile phone network bids

By Patrick Blum in Lisbon

SEVEN international consortia have put in bids for the licence to operate Portugal's planned private mobile telephone oetwork with projected invest-ments of between \$100m and Bids will be opened on June
12, and the government is
expected to award the contract

for e 15-year operating licence in July. The new network will mark the end of the state's telephone monopoly.

Foreign participation in the operating company has been

limited to a maximum 25 per cent shareholding, hut this has not deterred strong interests by international groups which in associations with Portuguese partners include: Cable & Wireless jointly with Sonae; British Telecom with Compta (an electronics and telecommunications company); and Racal with a local media group.

have shara capital exceeding Rbs100,000.

from not allowing foreigners to



tisation by granting them financial and political indepen-

Vitosha's management, and vitosna's management, and its 1,500 strong work-force, immediately seized the opportunity to hreak away from Rila. They felt they had little to lose. "We really had no say over anything we did in the plant," explained Mrs Irena Petrong with the head of productions. Petrova, who is head of production at Vitosha.

We had a meeting at which we voted to quit Rila. We informed Rila of the decision. After that, we submitted our resolution to the government. That was it. Soon afterwards, we held elections and competent staff were elected to the board of directors," explained Mr Bogdan Stoyanov, deputy manager of Vitosha. The com-

Judy Dempsey and Ariane Genillard report on a concern which broke the state's grip

But despite this apparent success story the company, founded in 1947, became increasingly stifled by the way in which the FTO organised its

ing agents, enterprises in east-ern Europe had little say about their own output, exports, or

was instructed to export 20 per cent of its total turnover to the Soviet Union, while 30 per cent was earmarked for the domestic market, and the remainder for western markets.

Although the Soviet market was a reliable and potentially huge one, Mr Stoyanov has no

exports to its giant neighbour because Rila did not pay Vito-sha for any goods sold to the Soviet Union.

few incentives to export to western markets. Rila did not pay Vitosha any foreign

(the Bulgarian unit of cnr rency)," said Mrs Petrova.
Under new regulations, Vitosha will be able to receive payments directly from the purchasers and hope to double its turnover. Last year, Vitosha had a total turnover of about 10m Leva (\$700,000). "A lot depends on winning new con-tracts – and with European

pany is competitive enough - labour costs are low - and more than capable of fulfilling contracts for west European wholesalers. The everage daily wage for an employee at Vito-sha is 35 leva (\$2.30) – or about 700 leva e month, which is above the average salary. However, in addition to hav-

ing to deal with the harsh domestic economic climete, Vitosha has no idea ebout marketing strategy, buying raw meterials, pricing policy or recruiting skilled labour. "We have to start somewhere," said Mrs Petrova. The break with Rila is the beginning.

ter, Mr John Major, that the plans for an independent chair-man, proposed by Mr Brooke in private at the end of last week, were being foisted on them by

The Irish government and the nationalist SDLP were muted in their response yester-

There were grumblings about the Unionists "pulling a stant", but there was a recognition that it was they who would be seen as the stumbling block if they refused to proceed.

as the Unionists envisaged.

Dublin feels that, although the lack of an agreement on the venue and chairman was unsatisfactory, at least a complete breakdown had been

Questions are being asked

about why the Northern Ireland Office had not once mentioned an independent chairman in 15 months of "talks about talks".

Ministers and officials are

accused of seriously underesti-mating the logistical night-mares that have surfaced.

With discussions taking place largely behind closed doors and Mr Brooke revealing

little, it is hard to make an objective assesment.
But Mr Brooke's mantle is

UK NEWS

BA presses for **European** deregulation

By Paul Betts, Aerospace Correapondent

BRITISH Airways, the UK flag carrier, is pressing Mr Mal-colm Rifkind, the transport secretary, to campaign for total airline deregulation in Europe before granting US air-lines new rights to fly to the

Lord King, BA's chairman, also attacked the govern-ment's multi-airline policy and its recent decision to give new US carriers access to London's

Heathrow airport.
"A multi-airline policy can only make sense for this coun-try in the context of a deregu-lated Europe. The UK domestic market is simply too small for policy makers here to continue to promote a multi-airline pol-icy deliberately biased against British Airways," he said. BA, which is next week

expected to report sharply lower earnings for its financial year ending last March, is now facing fierce competition at its Heathrow home base with the arrival of United Airlines and American Airlines, the two largest and financially stron-gest US carriers.

After negotiating a new aviation agreement with the US earlier this year, the govern-ment is embarking on new dis-cussions with Washington over an "open skies" policy between the two countries.

Norway accuses UK of delaying new gas deal

NORWAY yesterday accused the British government of delaying an important deal to import Norwegian gas to the

Mr Finn Kristensen, the Norwegian energy minister, said Norway was waiting for the UK Department of Energy, to UK Department of Energy, to approve the contract between Statoil, the Norwegian state oil company, and National Power, the UK electricity generator.

Speaking at the sixth European Gas conference in Oslo, Mr Kristensen said the UK had

given Norway no sign of its intentions so far.

The 15-year deal, thought to be worth around £150m, was first announced by National Power in early April, when it agreed to buy 2.2bn cu m of gas a year from Statoil. It is viewed as a test case for the UK's policy on Norwegian imports. Norway was ready to approve the deal, Mr Kristen-

sen said yesterday, and was waiting for the UK government to clarify its position. The Department of Energy yesterday said it was not in a position to discuss the proposals which were commercially sensitive, and raised questions

of national interest which the government needed to consider carefully. But, a spokesperson said: "we are interested in a more open and competitive gas

market, which we don't have in Europe".
In order to agree the Statoil-National Power deal, the gov-ernment would have to amend ernment would have to amend its existing gas treaty with Norway, signed in July 1977, to allow more gas to flow through the Frigg pipeline which runs between the Frigg gas field in the Norwegian North Sea, and St Fergus in Scotland.

At present, the treaty only allows annual imports of 3,300 cu m of gas from Frigg and satellite. Amendments to the treaty would have to cover such

issnes as jurisdiction and approval for gas from a new field to use the pipeline.
Although Statoil and
National Power have decided to use the Frigg pipeline it would be possible to build links with other UK-Norwegian pipelines to take the gas. National Power said yesterday that it was still waiting for

a response on the deal from the Department of Energy.

Brooke struggles to keep Ulster talks alive R PETER Brooke, the Northern Ireland sec-

still struggling to keep his ini-tiative alive as nationalists in the province and the Irish government considered their response to a deal he has struck with Unionists.

After three weeks of intensive talks, the traumas and mountainous difficulties surrounding negotiations on a new political future for the province are looming with ever

greater menace.

Mr Brooke was consulting with the nationalist Social Democratic and Labour Party (SDLP) and the Dublin government about the agreement with Unionists which, in effect, undermined his previous ultimatum over the venue for talks involving the Irish government. Nationalists were privately

Nationalists were privately criticising him for not enforcing his deadline. He is in danger of "debasing his coinage", said one member of the SDLP delegation. The unfolding of events illustrates just how difficults in the control of the statement of the said one member of the SDLP delegation. The unfolding of events illustrates just how difficults in the said of t ficult is the approach chosen by Mr Brooke. He has no preconceptions about what the

outcome might be.
Rather he is trying to reconcile the conflicting aspirations of Northern Ireland's two communities, and rework the relationship between Britain and

Neither the Irish govern-ment nor the SDLP would com-ment publicly on the talks yes-



terday. But Irish officials were confident that discussions between the constitutional parties on a devolved government in the province would go ahead on Monday.

Agreement, however, has still to be reached on the venue for the second strand involving the Irish government - a dispute which was supposed to be resolved before before "roundtable" talks got underway.

The choice of an independent chairman for the second strand could surface as the

next big obstacle. The Irish government did not want to discuss its constitution with Mr Brooke in the chair; the Unionists would not accept Mr Gerry Collins, the Irish foreign minister.

The chosen candidate would probably be neither British or Irish, but have a grasp of Northern Ireland's intricacies. The successful chairman would have to be perceived as

being without biss.

After that, the arguments could centre around the precise venue in Northern Ireland. or perhaps the starting data. That is even before disputes on substantive issues. Unionists or nationalist lead-

ers, representing communities embittered by two decades of terrorism, dislike to be seen as giving ground.

Their experience is of

defending long-held positions, not in negotiating. Suddenly the total of 11 weeks set aside for discussions looks alarm-

ingly short.

Mr James Molyneaux and
the Rev Ian Paisley, leaders of
the two main unionist parties, appear to have won points with a qualified acceptance of proposals for the second strand. This had already been agreed unconditionally by the SDLP and Alliance parties. The unionists claimed at a

meeting with the prime minis

one that an independent chairman is likely to inherit with some trepidation.

Ralph Atkins and Kieran Cooke

Recession forces more companies to make job cuts

accelerating effect in forcing manufacturers to shed jobs, according to the latest unemployment figures, released yes-terday. Seasonally adjusted unem-

ployment rose last month by 84,100, taking the total to 2.175m, or 7.6 per cent of the workforce. Some of the largest workforce. Some of the largest increases were in regions with large concentrations of industry, illustrating that manufacturing, which was initially spared the worst effects of the recession, is now bearing the full brunt.

Since unemployment first started rising in March last year, around the start of the economic downturn, 568,000 people, including 100,000 women, have lost their jobs. revealed a large cut in people on the government's Employment Training programs from 197,000 in April to 172,000

in May.
In March, employment in manufacturing went down by 45,000 on a seasonally adjusted basis, the largest monthly fall since October 1984. Employ-ment in this sector declined by 97,000 during the first three months of 1991, compared with falls of 72,000 and 27,000 in the

third and fourth quarters of 1990 respectively.

In the early months of the recession, parts of the country associated with service industry, such as sonth-east

England, suffered the worst effects of cuts in employment. But last month, northern England and the west Mid-lands, which are traditionally associated with manufacturing industry, saw their unemploy-ment rates rise in each case by 0.4 percentage points, to 10 per cent and 8 per cent respec-tively.

The unemployment rate in Yorkshire and Humberside in the north-east, another industrial region, rose 0.3 percentage points to 8.3 per cent. All three of these regions had unemploy-ment levels which barely rose between March and September last year, since when they have climbed sharply. The bleak state of manufac-

turing is underlined by statis-tics showing that hours lost staff being asked to reduce their time at work as demand - increased by 38 per cent in March to stand at an average of 1.02m hours a week, the highest total since 1983.

in the south-east, the unem-ployment rate last month was 6.3 per cent, up from 6 per cent in March 1991. In March and September last year the compa-rable figures were 3.6 per cent and 4 per cent.
In the economy as a whole

another sign of weak demand is that registered job vacancies fell 18,400 in April to stand at 125,100, the lowest number since February 1983. Lex, Page 18

Savings match world by industry demand, says falls sharply Bank report

By Peter Norman, **Economics Correspondent**

THE BANK of England believes that world savings should prove adequate to meet the demand for capital arising from the liberalisation of eastern Europe and reconstruction in the Gulf. This is partly because of the slowdown in economic activity in the industrial world, it savs.

trial world, it says.

In its latest quarterly bulletin, it forecast the six biggest overseas economies would grow by only 0.75 per cent this year against 2.5 per cent last

united Germany would probably achieve only 0.5 per cent growth in 1991, although this could rise to around 3 per cent yearly in 1992 and 1993. It said there is little evidence to justify immediate. dence to justify immediate concern over a "shortage of savings". In a swipe at recent US calls for lower interest rates to deal with such an eventuality, it said that the eventuality, it said that the correct policy response would be to raise public sector saving by reducing fiscal deficits and to augment incentives for household saving.

• London's share of the inter-

national banking market has declined over the past two years despite an increase in international business trans-

international business trans-acted in the City, the Bank of England reported yesterday.

Its latest quarterly bulletin disclosed that London's share of the world banking market fell to 18.4 per cent at the end

Investment to £2.6bn

By Rachel Johnson, Economics Staff

CAPITAL spending by the manufacturing industry dropped sharply to £2.6km in the first quarter of this year, taking investment back to 1987

The Central Statistical Office (CSO) yesterday provisionally estimated that expenditure was almost 11 per cent lower in the almost 11 per cent lower in the first quarter compared to the previous quarter and 20 per cent lower than in the first quarter of last year.

This is the largest annual fall since the last recession, when spending fell by 24 per cent between the third quarters of 1980 and 1981.

Officials said the results showed companies mere turn.

showed companies were turn-ing to leasing in order to increase their cash flow and

reduce capital outlays. The total figure included direct expenditure of £2.2bn and leased assets of £332m. In the previous quarter, these amounts were £2.5bn and

2348m respectively.

The fall in spending tallies with a projection by the Confederation of British Industry that fixed investment inten-tions were at their weakest for a decade. CSO figures showed that on an annual basis, there were decreases of almost 22 per cent over the quarter for vehicles, over 11 per cent for plant and machinery and over 3 per cent for building work.

The survey is the first since the inquiry was made statu-tory in a bid to improve the quality of statistics.



We treat hirers just like buyers

Hiring a Fiesta from us is no different to buying a Scorpio from us.

You'll be treated as a privileged customer.

You'll be offered a choice of the latest saloons. hatchbacks, estates and vans.

You'll drive a car which, on average, is under ten months old.

· Your car will be serviced by Ford trained mechanics. And wherever you are, you'll never be far from a

Ford Rent-a-Car dealer. There are over five hundred throughout Britain.

For this exceptional service, you might expect to pay an exceptional price.

Not a bit of it. Our rates are local rates.

The message is clear. For higher standards, hire from Ford Rent-a-Car.

Better Rent Ford.

Written details on request. Just ring Ford Rent-a-Car Control on 0582 861247. Published by Ford Motor Company Limited on behalf of Ford Pent-a-Car dealers. Compulsory vehicle insurance and hire are subject to status. A minimum deposit is required.

Oul nevel we MOUIT WAR up the combil Ine Economis to work Its way down Order your o copy to take

UK NEWS

BT sell-off date suggests late election

By Roland Rudd

THE UK Treasury has chosen November to sell part of its remaining stake in British Telecom, worth around £11bn, fuelling speculation that it is not considering holding the general election this year. Government advisers, bow-

ever, made clear that the date did not rule out an October election, noting that contingency plans had been made to sell the BT stake early next year if Mr John Major, the prime minister, decides to go the country before November.

The Treasury is close to fin-alising the structure of the sale of shares in BT, the UK's main telecommunications company. This is expected to hreak with past self-offs by separating the sale to small investors from that to institutions.

Ministers are considering a longer period for the retail sale allowing the maximum num-ber of people to use banks and huilding societies to huy

One option is to dribble the stock nut in hatches nver two days, at a discount to the existing BT share price, similar to the way s gilts tap stock is

The Treasury is keen to try to ensure that the sale attracts a wider group of individual investors than has emerged in previous government sales. Ministers hope to shorten

the period of the institutional sale, which in theory need be no longer than 24 bours.

THE DEPARTMENT of Trade

and Industry yesterday published its draft regulations for

Taurus, the automated share-trading system which will han-

dle the settlement of stock-

market transactions.

Publication of the 152-page document, originally due last

year, and postponed on several occasions since, should lead

the way to the first "demateri-alised" share trading next

spring, though project might be derailed at the last minute in the aftermath of a general

The long delays in publish-ing the draft rules were caused by the complexity of the mate-

٠.

By David Waller

GUINNESS APPEAL

Saunders wins substantial cut in five-year jail term

By Raymond Hughes, Law Courts Corresponden

THE five-year jail sentence on Mr Ernest Saunders for his part in the Guinness affair was halved by the Court of Appeal

in London yesterday.

The former Guinness chairman and chief executive will therefore become eligible for parole on June 28 after serv-ing one third of the reduced sentence - and could be freed from Ford open prison in West Sussex, southern England, very shortly afterwards. Lord Justice Neill said the

five-year sentence, imposed at the end of the six-and-half

months trial, was "substantially too high".

The court also reduced from 30 months to 21 months the sentence on Mr Anthony Parnes, s City stockbroker. Mr Parnes, who is also in Ford prison, is therefore immedi-

An appeal against sentence by Mr Gerald Ronson, head of the Heron group, who was released from Ford in February after serving just under half his 12 months term, has been postponed until next month because his counsel is involved in another case abroad. Mr Ronson was also fined a record

After the hearing in London Mr Saunders, who has heen diagnosed as suffering from pre-senile dementia, left court with his daughter Joanna and elder son James, declining to

rial - the document in effect

rewrites over a century of an aspect of property law - and

squabbles between City regula-tors over who should oversee

The disputes have been

resolved and it was confirmed yesterday that the Stock

Exchange will take primary responsibility for regulating

the system, rather than the Securities and Investment

Board, the main investment

industry watchdog.

The Stock Exchange will be responsible for vetting would-be participants in Tanrus and monitoring their technical

nical competence, financial

the system.

Trade department publishes Taurus rules



Ernest Saunders outside the Appeal Court yesterday

comment on the court's deci-He was then driven back to Ford to serve the remainder of his sentence. Lord Justice Neill said the

court was satisfied "on the bal-ance of probabilities" that Mr Saunders was suffering from pre-senile dementia hut that did not make it a case for his immediate release However, the right sentences

on him for conspiracy and theft would have been 21/2
years concurrent instead of

soundness and general fitness and properness for the role. Small investors are known to

have a sentimental attachment

to share certificates and the

government has taken pains to

protect those who fear that dematerialisation means their shares will vanish.

Mr John Redwood, Minister for Corporate Affairs, said yes-terday the new system was not

dangerous, even though it would be paperless. No com-pany would be able to convert from the old system without

obtaining approval from share-

holders at a general meeting. The total amount of guaran-

tees pledged by institutions

five, and for false accounting 18 months concurrent instead of 3½ years. Lord Justice Neili said the

trial judge, Mr Justice Henry, had said he would have jailed Mr Parnes for three years for theft and false accounting but had reduced it by six months to take account of six months Mr Parnes had spent in a Cali-fornian jail awaiting extradi-

tion.
The right starting point.
Lord Justice Neill said, would have been 2% years and Mr Parnes was also entitled to an allowance of nine months rather than six for his time in jail in California.

Earlier the court bad dis-

missed, with one exception, the three men's appeals against their convictions.

A conspiracy conviction against Mr Saunders was, how-ever, overturned on a technical

Lord Justice Neill said Mr Justice Henry's summing-up had been subjected to very detailed and skilled criticism and "some blemishes and infelicities have been exposed in what was in the main a mas-

terly exposition".

However, when the summing-np was looked at as a whole, it was clear that the central issue of bonesty or disbonesty had been fairly and squarely left to the jury to decide.

participating in the scheme is likely to be as much as £950m by the time the system is fully

operational, according to Stock Exchange estimates. Mr Peter Rawlins, Stock Exchange chief

executive, said individual bro-kers and banks will have to pledge between £500,000 and

55m, according to the size of their operations. Copies of the document, entitled

The Uncertificated Securities Regulations, can be obtained

free of charge from Mr Bryan Gittens, Room 616, the Depart-ment of Trade and Industry, 10-18 Victoria St, London SW1H ONN, tel: 071-215-3225

Major seeks

Large cuts are threatened in central government staff
following support by Mr John
Major for greater efficiency
in the running of Whitehall's
executive agencies.
The prime minister's
efficiency unit has called for

greater autonomy for the agencies and reductions of at least 25 per cent in the number of staff overseeing

Coal import rise planned

National Power plans to more the next few years, chief

sign a bulk, long-term contract with British Coal, Mr Baker said. "There is no way we are going to enter into a very high volume, high price, slablike contract."

He planned a series of our fuel bill," he said. "That's what we are in business for."

BRITAIN IN BRIEF



job cutbacks in Whitehall

Sir Angus Fraser, Mr Major's efficiency adviser, recommends agency chief executives be given greater managerial discretion and says personnel and finance staff in the overseeing departments should be cut as a means to this end.

Mr Major endorsed Sir

Angus's view that

departments should restrict themselves to giving "strategic advice and direction [to their agencies] ... not day to day involvement. As a result the number of people at the centres of departments can be reduced." Civil Service changes, Page 19

than triple coal imports from 3m to around 10m tonnes over executive John Baker has said. National Power would not

contracts, saying it was up to British Coal to make National Power a realistic offer. "We are trying to reduce



Cammell Laird shipyard, pictured above during the industrial boom of the early 1920s, is at the centre of take over negotiations between Amec, the engineering and property group and current owners VSEL, the nuclear submarine builder. If successful, the yard at Birkenhead, north west England, would become part of Press Offshore, an Amec operating division, which would then aim to create a UK west coast rig-building offshore supplies industry on Merseyside. The shipyard was put up for sale last November after a government reassessment of defence needs.

Exports push up car output

Car production in the first four months of 1991 was 6.6 per cent higher than a year ago thanks to a doubling of

output for export markets. Production rose to 457,503 from 429,232 in the first four months of last year. Output for export markets jumped to 225,520 from 112,073, accounting for close to half total UK car output in the

period. Output for the domestic market fell by 26.9 per cent to 231,983 in the face of the continuing deep recession. UK new car registrations in the first four months were 22.2 per cent lower than a year ago. Car output in April alone rose 8.8 per cent to 111,340,

with export output up to 55,638 from 23,875 a year ago. Vanxhall, the UK subsidiary of General Motors of the US, began its first substantial export programme for 15 years in 1990 and this year is planning to export 70,000 cars compared with 24,000 last

Ford is mounting its biggest car export programme from Britain for 10 years with shipment over 10,000 Fiestas a month from its plant at Dagenham, east London. Nissan plans to increase production at its plant in inderland, north-east

England, by 58 per cent to 120,000 from 76,000 in 1990.

Aids tests show Poverty gap big increase

Anonymous testing of women attending antenatal clinics at London's St Thomas' hospital has shown a ninefold increase in HTV infection stace 1988.

Tests in 1988 showed that only two out of 3,760 women (0.05 per cent) attending the clinic had HIV-1 antibodies. A repeat of the tests last year on 4,106 women showed that 18 (0.44 per cent) had the

Aids-causing antibodies.
Hospital staff say the implications are that there was one HIV-positive delivery every three weeks at St Thomas'.

Seamen accept work changes

Seafarers working for Sealink Stena have accepted a package of broad changes in working practices, including a move to a single national agreement, as part of a £178m investment programme.
Members of the RMT.

transport union have voted to accept the deal which will establish new week-on, week-off shift patterns for most of the company's 2,300 employees. Ships' officers are about to ballot on the proposals.
The company said many

measures, including up to 500 redundancies, were needed to justify the new investment.

widens to gulf'

in th

oad

Nearly 22 per cent of the population earned less than half the national average income in 1988, according to a report by the Commons social security committee.
The report shows that the

number of people receiving less than half the national average before housing costs rose by 1.3m to 9.1m.
The Child Poverty Action
Group said the figures showed

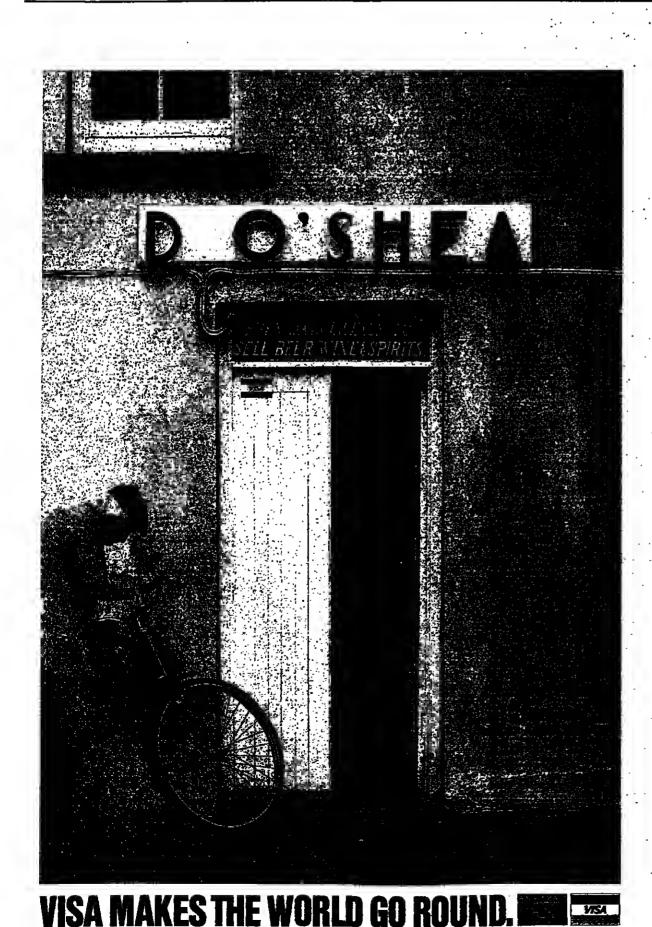
that the the gap between the richest and poorest bouseholds had "widened to a gulf."

'New era' for UK football

Sports minister Robert Atkins has predicted the start of "a new era" for English football fans abroad after Manchester United's 2-1 victory over Barcelona in the European Cup Winners' Cup in Rotterdam, Holland. Dutch police last night reported just five arrests among the 20,000 United supporters who travelled to

the city.

Last night they were a credit to the country and to themselves. I hope that we have now proved conclusively that English football supporters can be relied on to behave themselves when







MARCHA STATE OF THE The section of the se

WEST A TO STATE OF THE STATE OF

1.0

LK foots

new to the disting

And the second s

Factor of the street of the st

3 % of A=5 34.

Employee the

3 1 1 100 2 100

AND SHEET OF THE

reservation and residence

Carrier in Agranda

resident se productivament

يخ يوارد دادا يعتم دير

1 A 14 22 1 15 15 16 16

Bulgaria is making daring strides from communism towards a free economic and political system,

writes Judy Dempsey. But unlike other east European countries it is receiving little aid from the west and the painful transition will sorely test its long suffering people

On the rocky Poverty gap road to a free market

A QUIET revolution is taking place in Bulgaria. Fearful that European governments and investors will forget this small Balkan country of 9m people, and desperate to dismantle the legacy bequeathed by the former communist regime of Mr Todor Zhivkov, the Bulgarian coalition government has finelly embarked on the first finally embarked on the first phase of a radical economic

reform programme.

A package of measures was introduced last February to hring down inflation. It includes a comprehensive mac-reconomic stabilisation and price liberalisation programme.
Altogethar, it is a brava attempt by the government to transform the economy and

society.

It is brave because, unlike Foland, Hungary, or Czechoslovakia, the Bulgarian government has received little financial assistance from western governments or bankers. In Narch, 1990, the country's for-ner socialist government unwisely suspended all interest and principal payments on its albn debt.

Western bankers, in turn, innediately imposed a moratorium on fresb credits. Bulgarit's reserves quickly dried up. Imports and exports soon

A team of Bulgarian econonists is now busy trying to had the effect, however, of gal-epair the damage to the counvanising the coalition govern-

try's credibility and hopes to reach a long-term rescheduling agreement with its western commercial creditors in the

Bulgaria was also affected more than other east European countries by the switch to hard currancy trading with the Soviet Union and the collapse of Comecon, the socialist trad-

ing organisation.
Until recently, more than 80 per cent of Bulgaria's trade was with the Soviet Union and the countries of eastern Europe, particularly eastern Germany. A shortfall in Soviet energy supplies, cancelled con-tracts and general upheaval in the trading patterns among the countries of eastern Europe added to Bulgaria's economic ills. As a result, last year's industrial output fell by 25 per cent and exports by 27 per

The Gulf War provided the final shock to the country's all-ing economy. Before the inva-sion of Kuwait last August, Bulgaria was owed more than \$2bn by Iraq for construction, engineering work and exports. The embargo imposed by the United Nations meant that Bulgaria would not receive oil sup-plies which Iraq had agreed to deliver to her in lieu of pay-

These three external shocks







mant into taking action. Today, its ministers are wont to say: "We had no option but to introduce radical change."

Following the collapse of the socialist government in December, a new government, com-posed of the opposition Union of Democratic Forces (UDF) and the Bulgarian Socialist (former communist) Party (BSP), finally did away with the rhetoric of reform.

It was a bitter retreat for the

which had expected to hold on to the reins of power following its comfortable victory in last June'e free elec-

And it was a challenge for the UDF, a loose coalition of 19 political movements, which saw the coalition governme as an opportunity to break down the old communist nomenklatura through the introduction of radical reforms.

The government's decision to liberalise and increase prices by 250 per cent, raise interest rates and cut con-sumer spending received back-



ing from the powerful trade unions as well as the International Monetary Fund. A "social agreement" with the unions ensured consensus for pushing through the first phase of reforms. The population's experience of centuries of repression helped to ensure

of reform will not be easy to

maintain.
The BSP, which still retains considerable influence in the enterprises, the towns and countryside, would prefer a more gradualist approach to the reforms in which the social

ECONOMY Total GDP (Son). Gross external debt (\$m, Dec)... Debt service ratio (%).... Trade Balance (\$m)... Main Trading Partners (1989, % by value).... Developed capitalist countries. communist legacy at the costs of such profound changes

KEY FACTS

Head of StatePresident Zhelyu Zhelev

Official Exch Rate (avg) .. 1989 \$1 = Lv0.828 1990 \$1 = Lv2.313

As a means of defeating the UDF, sections of the BSP will undoubtedly want to tap the egalitarian traditions and sus-picion of wealth which form

would be taken into account

The BSP, which still holds the parliamentary majority, is motivated by political, ideological and historical factors. It

faces the electorate in the

After all, privatisation and the market economy will sharpen the income differensharpen the income different tials. These developments could facilitate the rise of pop-ulism, peppered with anti-capi-tal rhetoric. It could also keep

foreign investors away. As the elections approach, the UDF could be tempted into criticising the BSP and the

and the second s

expense of maintaining the momentum of reform. This could be the undoing of the UDF. Unlike other countries of central Europe, social and economic expectations in Bulgaria are low. The UDF might be this. Instead of bickering pub-licly with the BSP, and seeking revenge against the communist nomenklatura and bureau-

9.0 million (1990 estimate)

cracy, the UDF might try instead to convince Bulgarians that they have a stake in the Many Bulgarians, particu-larly those in the heavy and inefficient industrial sector, will not be convinced. Recent forecasts by the government estimate that unemployment

Imports

That would encourage the emergence of new political and economic elites, besides winning credibility from the inter-national community. But the social, economic and political transformation will be a long process. Its success

depends on the continued fore-bearance of the Bulgarian people, the courage of the govern-ment, and the financial could rise to between 300,000 and 400,000 over the next few years. But were the UDF to assistance of the west.

define property and ownership

rights, and introduce privatisa-tion so as to attract foreign

investment, some of the unemployed could be deployed, particularly in the services sector.

But the greatest task facing the government is credibility.

There are no towering political or moral personalities in Bul-garia to ease the government's

task of selling its programme

to the population. Mr Zhiv-kov's communist regime was

adept at exploiting the deeply-ingrained conformist traditions

of the country and snuffing out

the mildest expressions of dis-

The old regime was also skilled et ensuring conformity

by promoting the peasantry at the expense of the intellectuals

who were socially marginalised

or cowed into submission by the communists.

This is a very dangerous leg

acy for the new government. A bureaucracy bred on medioc-

rity and conformity, as well as suspicious towards talent and

intellectuals, could be the unmaking of the reforms. That is why the government must

move quickly with radical

PHERE is a well-stocked self-service estaurant beneath Bulgaria's impres-sive Sohranie, or Parliament. During parliamentary sessions, politicians from across the political spectrum exchange views while drinking tea or nihbling the country's excellent cheese.

But when they emerge from the gloomy warmth of the cellars into the gloomy warmth of the cellars into the brilliant lights of the parliamentary chamber, the mood changes to bitter recrimination. Outside, it is matched by a recent opinion poll suggesting that more than 30 per cent of the electorate could boycott the next general election because of disillusionment with politicians and parliament.

This does not augur well for the attempts of such a new democracy to strengthen its political institutions. For Bulgaria is not blessed with lead-

Like its counterparts in other ex-communist states. Bulgaria's fledgling democracy already has its racist and chauvinist fringe element

ers of the stature of Czechoslovakia's Vaclav Havel or of Poland'sfinance min-

vaciav Haves of of Polanti amande intri-ister Leszek Balcerowicz.

Under Mr Todor Zhivkov, the coun-try's former communist party leader ousted by a bloodless palace coup in November 1989, there were few outspo-

ren dissidents.

Traditions of conformity and submission, acquired during centuries of Ottoman rule, ensured that the birth pangs of Bulgaria's new democracy would be difficult.

"We have no personalities," says Mr Dimitur Popov, the politically-indepen-dent prime minister. "We need politi-cians who are colourful and who have

dignity.

Meanwhile, the political parties are preparing for the next election, tentatively scheduled for later this year.

The Union of Democratic Forces (UDF), a loose, ungainly coalition of 19 political parties, hopes to gain a parliamentary majority.

In last June's elections, it won 144 of the 400 seats of parliament. But the

party's success will depend on preven-tingdivisions on economic and political issues from tearing the movement apart before the elections.

The UDF is split into two factions.
One is the "centre block". It is dominated by Mr Petur Dertiley, head of the revived Social DemocraticParty, which existed during the inter-war period. The block also embraces the Nikola Petkov. Bulgarian Agrarian Union and Eco-

Glasnost, the environmental party.

The block's 60 deputies insist that elections should not be held until a new constitution has been drawn up. They are critical of the tough anti-inflation. ary policies advocated by the Interna-tional Monetary Fund.
"We need a step-by-step, gradual reform." says Mr Dertliev. "We are not



THE POLITICAL PARTIES

Democratic change hampered by weak leadership

against private property. Of course we are sceptical about the wealth of the nomenicatura (the communist elite). People must be given a stake in the reforms. The recent austerity measures have wiped out people's savings. There is no equality in these reform mea-

The centre block claims that it can attract 62 per cent of all UDF supporters. Although that may not be over-embitious, the block could well be swollen by disaffected liberal factions of the former communist Bulgarian Social-

ist Party (BSP). The UDF's other faction is dominated by the right wing, which includes the increasingly influential Monarchist Party. Led by Mr Stoyan Ganev, a highly ambitious, former communist party member, and Mr Filip Dimitrov, the UDF's chairman, this faction the reforms and wants the elections to take place in June, regardless of whether a constitution has been drawn

The date of the poll could also affect the status of the Movement for Rights and Freedoms (MRF), the ethnic Turkish party led by the shrewd Mr Ahmed Dogan. The MRF holds 23 seats in par-liament but is not yet registered as e

It fears that the Electoral Bill could exclude it from standing unless it trans-forms itself into e full-fledged party. That is why it wants elections after the

new constitution has been passed.

For ethnic reasons, relations between the UDF and the MRF are strained, particularly following a decision by the UDF to co-opt the MRF. "We could lose the formula be the strained of this close relations." a lot of votes because of this close relationship with the Turks. Anti-Turkish feeling can be manipulated easily," says Mr Ruman Vodenicharov, a member of Eco-Glasnost and the centre block.

Already, Bulgarla's young democracy, as in other countries of eastern Europe, has given rise to a far right-wing movement, which has some support from communist hardliners. It is intent on blocking ethnic and cultural rights for the Turks and it also incites

anti-seminsm.

The infighting among the UDF, coupled with its ability to turn parliament into an unruly class-room, could play into the hands of the socialists. The BSP, which has 211 parliamentary seats, has been able to intimidate the UDF in many ways and has skillfully explained the interpretations of its arrangement of its arrangement. exploited the inexperience of its young

Until recently, the Socialist Party had access to the files of the secret police and could exploit them to blacken the names of its political opponents

Until recently, the BSP had access to all the secret police and security services files, giving it the ability to under mine the UDF's authority by smear campaigns. Mr Peter Beron, the former leader of the UDF, was politically destroyed last December following allegations that he was an informer.

That incident underlined the impor-

tance for the UDF of introducing politi-cal reforms as well as the need to dis-mantle the communist nomenklatura

in some respects, the BSP won only a pyrrhic victory. Despite its parliamentary majority, it failed to achieve the consensus needed to introduce any of its cantious reforms. Nor did it have a

mandate to maintain the status quo.

And because it is in a coalition with
the UDF, the BSP does not relish the
prospect of facing an election against a
background of high prices, falling living
standards and rising unemployment.
It wants to show that it supports the reforms and thus reap some electoral reward. But it does not want to pay the price for introducing unpopular tough measures needed to implement those

But the BSP cannot have it both ways. It is tainted by its communist past. The party's leadership, under Mr Andre Lukanov, who was forced to resign as prime minister last December by a wave of demonstrations, is unlikely to retain power. But it will not

disappear.
As for the UDF, it needs to put its house in order and end its internal bickering in parliament. In the countryside and towns, once the great stronghold of the communists, 30 per cent of the elec-torate remains undecided about how to

Like the BSP, it cannot afford to be complacent.

The finest Bulgarian wine.



Bulgarian Vintners have pioneered the importation of fine Bulgarian Wines since 1980.

For a taste of our success see the offer on page 3.

BULGARIAN VINTNERS COMPANY LIMITED Nazdrave House, 154 Caledonian Road, London, N1 9RD

BULGARIA 2

the figure was cut back by 20 per cent. Despite an agreement

reached earlier this year for a supply of 5m tonnes - or 400,000 tonnes a month - the

Soviet Union delivered only

200,000 tonnes for January and

At one point during the win-ter, 80 per cent of industry was

at a standstill owing to lack of

spare parts, raw materials and fnel. Since trade with the

Soviet Union is now in hard currency, Bulgaria could seek reliable oil supplies from other

countries - if its goods met

world market standards, and if

it had snfficient foreign exchange. In the meantime, it

must make do with paying for

its Soviet oil supplies through a barter arrangement whereby

goods are valued at world mar-

Nearer home, the tight budget constraints imposed by the IMF have so far affected the

consumer, and not the enter-

deputy minister for foreign economic relations, argues that

"the budget constraints on

enterprises are too soft. Over the past few months, the enter-

prise managers built up expec-

tations for inflation. They stock-piled over the winter and

held back goods to the shops.

When the prices went up in February, they simply released

The economic picture is fur-

ther complicated by informal

contracts which are reminis-cent of the situation in Poland

throughout the 1970s and

1980s. In a typical reflex response to a "shortage econ-

omy", Polish enterprises estab-lished informal contracts

Bulgarian enterprises applied similar methods. They

continue to rely on inter-enter-

prise loans, particularly since the budget no longer makes provisions for subsidising industry, and borrowing from the banks at current interest

rates is too costly.

These are awesome problems

for the government. The first phase of reforms has revealed

the fragile state of the econ-

omy, the population's patience and its uncertainty about the

future. The second phase, which will include privatisa-

tion, tight budget constraints an incomes policy, and proba-

bly a further devaluation, will test the nation's forbearance.

Bulgaria is entering unknown

etween each other.

the goods on to the market."

Mrs Mariana Todorova, the

ket prices.

The fight against inflation has begun well, writes **Judy Dempsey**

Dive into unknown waters

Bulgarian government is try-ing to do what the Poles did in anti-inflatioo policy.
The first steps have been

impressive and courageous Last February, supported by a first tranche of \$85m from the IMF, the government lifted subsidies on all goods, except heating petrol and children's clothes. Prices increased fivefold. The shops, once bereft of

basic foods, are now full. The government partly cushioned the price rises by introducing a system of compensation. Wages and salaries ware increased by 70 per cent.

Some prices have since fallen because consumers simply could not afford to buy many items. The price of meat, for example, has decreased by around 15 per cent, an indica-tion that the laws of supply and demand are beginning to operate. People barely manage to buy what they need. But boarding has ended.

To consolidate the squeeze on consumer spending, interest rates were raised from 5 per cent to 45 per cent per annum. But on a compound basis, effective rates reach 70 per

ing loudly.

The move towards partial convertibility has been set in motion. A single official rate of exchange was set for the Leva, the unit of currency. It was devalued in February from 10 to 30 leva to the dollar. It has since settled to around 15.50 leva to the dollar.

This devaluation was cou-pled with the closure of the CORECOM hard currency stores, the rise in interest rates on savings deposits, and payments in the local currency only. The black market touts have all but disappeared. But Bulgarian economists believe the leva is still overvalued

Inflation, however, remains difficult to calculate. Some Bulgarian economists say the rate is running at about 200 per cent a year. IMF figures indi-cate that it rose 10.4 per cent in January, 122 per cent in February, as a result of the price rises, and dropped to 50 per cent in March. Reducing the inflation rate to 1.2 per cent a mooth during the second half the year appeare

This is because the "social agreement" between the government, employera and trade unions ends in June and is to be followed by plans to intro-duce collective bergaining which may push up inflation. Still, the government

remains determined to tackle inflation and the budget deficit. In 1990, the deficit accounted for 13 per cent of GDP. Mr Ivan Kostov, the minister of finance, says it must be reduced to 3.5 per cent of GDP in 1991 in line with the IMF's programme of limiting the government's borrowing from the banking system, limiting credit expansion, and controlling the money supply,

So far so good. But unlike Poland, the Bulgarians have few, if any safety valves. So

far, they have no regular credit lines from western financial institutions; they have irregular energy supplies from the Soviet Union; and the eco-nomic nomenklatura, the communist enterprise managers, are adept at blocking reforms. Together, these factors are likely to depress the economy further before the benefits of a tight monetary policy and the instruments for a market econ-

Bulgaria's problems with its western commercial debtors are in urgent need of attention, otherwise the slide in industrial production will not be halted. This September, a team of Bulgarians will seek terms for rescheduling its \$8.5bn owed to 308 commercial creditors. Without them, Bulgaria is unlikely to receive fresh cred-its. All credit lines were cut after the socialist government, then led by Mr Andrei Luka-nov, refused in March 1990 to pay interest and principal on all its debt repayments.

In addition to the damage it did to Bulgaria's reputation, that decision led to a run down of Bulgaria's hard currency reserves. "We have less than \$100m in reserves," says Mr Todor Vuichev, head of the Bulgarian National Bank.

The absence of reserves and credit lines is one of the reasons for the sharp fall in industrial production. Industrial pro-duction fell by 18 per cent in 1990 and has fallen a further 17 per cent during the first quar-ter of 1991. GDP is between 10 and 12 per cent lower than in 1989, and is expected to fall a further 17 per cent this year.

However, Mr Ivan Pushka-rov, the minister for industry, trade and services, says industrial production is declining less steeply than during the first quarter of 1990. Further-more, the IMF'S \$85m facility extended to Bulgaria in February will help towards financing imports and strengthening reserves. Four additional tranches of \$50m will partly help sustain the stabilisation

However, the government could give a helping hand. The 20 per cent export tax imposed on a wide range of products last February should be

dropped.
The other problem facing The other problem facing Bulgaria is the Soviet Union. Bulgarian industry, which accounts for more than 30 per cent of GNP, is heavily dependent on Soviet energy supplies. As much as 60 per cent of Bulgarian trade was with the Soviet Union

payments among the countries of eastern Europe and the Soviet Union, the virtual collapse of the Soviet market, and a sharp reduction in Soviet energy exports have seriously disrupted Bulgaria's trade. Until 1999, Bulgaria had been importing 11m tonnes of oil from the Soviet Union. In 1990,

At the same time, many Bul-garian enterprises which are still managed by communist bureaucrats are contributing to this decline in trade by refus-ing to use their foreign exchange reserves to buy spare parts which in turn would boost exports, earn foreign exchange, and supply the mar-

THE switch to hard currency.

instead, over the winter many enterprises stock-piled and starved the market of goods, benefiting from the sharp price rises introduced last February.

These two pressures - the difficulties of trading with the Soviet Union and internal resistance to reforms - have forced the government to place the development of foreign trade high on the country's economic agenda.

Hungary, unlike Bulgaria, was able to cope with the switch to hard currency payments between its east European neighbours and the Soviet Union because it had goods of its own to sell on restern markets.

Bulgaria is in no position to cushion the loss of exports to its glant eastern neighbour by finding new western markets. It lacks foreign exchange and its trade had become completely dependent on the Soviet market over the past three decades. The Soviet Union and eastern Europe accounted for more than 80 per cent of Bulgaria's total trade. Mr Atanas Paparizov, the

minister for foreign economic relations who is saddled with the task of reviving trade with the region, says that total trade volume last year with the COMECON countries was between 10 and 12 per cent down on 1989. Trade with the Soviet Union alone fell by 30

"It will decline further by between 7 and 8 per cent in 1991," he said. "If we compare the first quarter of this year with the first quarter of 1990, we see that the share of trade with the Soviet Union has fallen from 60 per cent to about 50 per cent, and trade with eastern Europe from about 23 per cent to 11 per cent." Soviet exports to Bulgaria

during the first quarter of 1991 totalled \$500m of which \$303m was in the form of oil supplies and the remainder in raw

Bulgaria's exports over the same period totalled \$130m: \$58m was paid against oil, and \$72m against other products. "There is now a substantial deficit in dollar trade with the Last year, hard currency

FOREIGN TRADE

Lost in the storm without an umbrella

Soviet Union," says Mr Papari-

Against the background of a significant fall in trade, the estimates for total trade figures for 1991 appear unrealisti-

cally high.

Mr Paparizov says exports
will total \$6.5bn and imports
over \$8bn (of which \$1.8bn will
be accounted by oil products).

exports (excluding the former COMECON countries) totalled \$2.5bn and imports \$3.2bn. Mr Paparizov, and his col-leagues at the ministry for foreign economic relations believe there are two key problems which, unless addressed urgently, will prevent any stimulation of trade. They are

the unreliability of the Soviet

Biackouts and factory standstills have been caused by the drastic fall in energy deliveries from the Soviet Union

Recent trends suggest that trade will not match these

But for the first quarter of 1991, Bulgaria had signed contracts with the Soviet Union amounting to \$1.6bm; a third comprising of exports to the Soviet Union; and the remaining two-thirds consisting of

Total trade (including the Soviet and east European markets, and the rest of the world) for the first quarter of 1991 totalled \$1.9bn - \$800m earned from exports and \$1.1bn spent on imports. "In 1991, I expect we will have a trade deficit of

about \$1.4bn," says Mr Papari-

market and of Soviet oil supplies. And there is the lack of vestern credits to modernise the infrastructure and boost foreign exchange earnings.

Until 1989, Bulgaria imported 11m tonnes of oil from the Soviet Union. In 1990, deliveries fell by 20 per cent, to 7.8m tonnes. Earlier this year, Bulgaria reached an agreement with the Soviet Union to import a total of 5m tonnes of oil, or 400,000 tonnes a month. But deliveries for January and February were erratic. Bulgaria received less than 200,000 tonnes a month. However, the March quota was met. The shortfall has meant that

ulgerian industry - and the Bulgarian consumer - has been denied crucial energy supplies to see them through

the winter. Lighting and heating in homes was switched off often at two hours intervals, while 30 per cent of industry was often left at a standatill.

Inevitably, the energy crisis contributed to the fall in industrial production largely because Bulgarian industry is energy intensive and the mora-torium on fresh credits imposed by western commer-cial creditors in March 1980.

Lest year, production fell by 10 per cent. Mr luna Rostov, the minister of finance, said industrial production declined by 16-17 per cent in the first quarter of this year, compared to the first quarter of 1990. The circumstances are manspicious for a revival of trade. Mr Paparizov believes trade

can be revived through a pay-ments union, similar to the European Payments Union set up in 1950 to break down the hilateral and quantitative controls which marked trade in

western Europe in the 1930s.
Largely Enanced by the US, this allowed currencies in western Europe to be freely transferable between each other, and provided credit to help settle each country's monthly not position among monthly net position among

But Mrs Mariana Todorova, deputy minister for foreign economic relations, and Mr Ivan Pushkarov, minister for industry and trade, oppose such an idea. "A Payments Union is redundant. We do not need to keen these relations as they are. It means maintaining the old structures. Instead, we must restructure our trade. We

have to diversify," she said. Mr Poshkarov believes priva-tisation and a new foreign investment law will help shift Bulgaria's dependence away from the Soviet Union. enabling Bulgaria to earn hard currency to pay for Soviet oil imports. Moreover, he and Mrs Todorova believe substantial financing arrangements from the International Monetary Fund, G24 and other western financial institutions will serve

to revitalise trade.

Assistance has already come from the IMF. It agreed to grant Bulgaria credits worth nearly \$500m, which will be spread over several tranches until early 1992, Included in that amount is a Compensatory Financing Facility, or CCF, issued in February and worth \$85m. This was ear-marked for imports and strengthening reserves. In March, a standby arrangement, totalling \$110m was issued thereafter four equal install ments, each worth \$50m, were approved. But Bulgaria is by no means out of the wood.

Judy Dempsey

0.00

N 75 5

191 1-2

At the heart of British Industry balkancar

THE LEADING

BULGARIAN NEWSPAPER

DUMA (The Word), successor of Rabotnik

is the oldest Bulgarian newspaper founded

newspaper with a daily circulation of

and international political, economic,

82% of top Bulgarian executives read

readers are at board director level.

financial and cultural event.

500,000 copies.

in 1892. It is now the largest quality national

With almost 200 editorial staff worldwide we

give the earliest information of every home

DUMA every day. 75% of our businessmen

Editorial office:

47 Lenin Blvd. Sofia 1000, Bulgaria.

Tel: 43431. Tlx: 22547. Fax: 44 62 57

BULGARLEASING

- THE LARGEST leasing company in Bulgaria and the East European countries

JOINT STOCK COMPANY with the largest number of shareholders - banks, state, private and co-operative Bulgarian and foreign companies.

GUARANTEES AND REALISES with its 9 regional leasing offices in Bulgaria:

credit leasing factoring

export re-export domestic leasing marketing & innovation 15 JOINT VENTURES - in the USSR - 5, Germany,

import

Switzerland and Bulgaria - 8 REALISED - leasing operations for over 200 million US dollars FOR THE FIRST TIME IN EAST EUROPE

"Bulgaricating" is in the process of organisation of e joint leasing company with International Finance Corporation and a joint factoring company with The Central and Eastern European Trade and Finance Company, Ltd. England.

For all your ideas For all your contacts For your Business

in BULGARIA

refer to BULGARLEASING S.A. Sofia, 8, Slavjanska Str. Tel: 88 01 65, 87 07 41

Th: 23490, 23499 Fax: 80 16 13, 80 24 46

Tel:88-02-11/18, Tix:23244,23880, Fax:31-70-12 Cables: BRZNOIZNOS - SOFIA

The leading foreign trade company

for consumer goods in Buigaria.

Are you interested in export to Buigaria?

WE IMPORT:

Organic and technical glass, laboratory glassware, optical articles, insulation materials, hairdressers' equipment and accessories, metal facing, bloycles and spare parts, carpets, tufted carpets, sanitary fittings, cutlery, tubs , handcrafts, souvenirs, household wicker articles, wallpaper, illuminants, bloycle and motor valves, fireproof and crystal household vessels, metal vessels, mechanical entertainment and games, office and drawing instruments, sports' goods, gold and silver jewellery, ornaments, toys, sports', hunting and fishing articles, watches and spare parts, musical instruments and electronic equipment, textile haberdastrery and passementatio, coffee, tea, olives, black pepper and other spices and foodstuffs

Do you wish to purchase quality products? WE EXPORT:

Art souvenirs, ceramics, pokerwork, hand-motted Persian-type carpets, handwoven carpets Chiprovizi and Kotel, art folidore clothes, bulrush and willow articles, illuminants, household articles, enamel household vessels, stainless steel outlery, stainless steel knives, household steel wool, brass and steel wire brushes, brushes of artificial hair brushes, suitcases, brief-cases, small wooden articles, stationery, rubber transport bands, etc.

We are interested in all kinds of berter arrangements and financial operations. For further information please contact Mr. Schwerz - tal: 87-90-84





NEW SERVICES COMING SOON SOFIA-NAIROBI SOFIA-TEL AVIV

Excellent connections to/from: LONDON, PARIS FRANKFURT

For more informations please contact your nearest BALKAN AIR OFFICE

BALKAN



20, Fr. Joliot Curie Str. BG -1113 Sofia/Bulgaria Telex: 22193, 23421 Fax: 65 81 47

To your profit.

"TECHNOIMPORTEXPORT" can help you buy and sell. "TECHNOIMPORTEXPORT" offers co-operation in all aspects of foreign economic activity.

"TECHNOIMPORTEXPORT" renders engineering services at home and abroad; imports and exports complete plants and single machines for light and heavy industries.

"TECHNOIMPORTEXPORT" is involved in production, transportation, shipping and consultancy activities in the fields of marketing, management, economy, technologies, international law, construction, commerce, hotel business, tourism and operation in free zones.



Export and import of agricultural and food-processing machines, consumer products etc.

lf you need an agency in Bulgaria we are the right people to contact.

Further information from: ELTEX Ltd. 16a Partisech Evitati Blvd. 1000 Sofia, Bolgaria. Telephone 371595 - Pax: 398994



CONSULT Sociological and marketing studies, analyses, projects and prognoses

Investigation and estimation of specific markets, products and services for the purposes of private banks, firms and the European chain "Rural and Agro Tourism".

For detailed information contact: Socioconsult Ltd. 42 Tzar Simeon St. Sofia 1202, Bulgaria. Tel 839892



YOUR BUSINESS PARTNER IN BULGARIA Import

and

Export Barter and re-export deals in textiles, knitwear, ready-made clothes, shoes, leather articles, foodstuffs, perfumery, commetics and construction materials.

Prodexim, 56 Alabin St. 1000 Sofia, Bulgaria Telephone: 880 642 - Telex: 22212, 23618 - Fax: 879 527



A LARGE SCALE PARTNERSHIP Satelit-Bank Satelit-Inform

Satelit-Mercur Satelit-Tours Satelit-Engineering Agro-Satelit :: "Uni-Daig" Foundation
Plus 30 branches in all parts of Bulgaria

Headquarters: 5 Treti April St. Sofia 1000, Bulgaria. Tel: 880 716. Fax: 878 591

BULGARIA 3

LENIN'S portrait hangs above the which owned it before the commu-entrance door of Yagodovo coopera-tive farm. Inside the president'e it is modelled after the pre-1946 office, the late Georgi Dimitrov, one of the founders of the Bulgarian communist party in the 1940s,

新教

...

This is the Bulgarian countryside, the bastion of the former commu-nist Bulgarian Socialist Party which won the countryside's vote in the parliamentary elections of June, 1990. It is also the place where key changes can bring short term help to the flagging national economy. Potentially rich, the Bulgarian agricultural sector could fead the nation, absorb some of the growing

unemployment and improve the for-eign exchange crisis.

To achieve this goal, today's policymakers have laid the foundations of a private agricultural sec-tor. These include a land law which returns the land to one-time owners and a partial liberalisation of the market square. But despite these reforms, Bulgaria stili lacks a coher-

resonns, sugaria sini lacas a coner-ent agricultural policy offering the necessary incentive and know-how to future private farmers. The land law, passed in parlia-ment last February, aims at return-ing the whole of the Bulgarian agri-culture into the private hands

nist regime. It is modelled after the pre-1946 agricultural sector, when 65-per cent of the labour force was made of proud peasants working on relatively small farms.

This profitable private agricul-ture largely disappeared under the communist regime. Today, only 12 per cent of arable land remains in

the hands of private farmers.

But these farmers have done relatively well, accounting, in 1989, for 30 per cent of total agricultural pro-duction. Their strength lies in live-stock, contributing 45 per cent of the total meat production in 1980.

While land was never officially nationalised in Bulgaria, the bulk of farmers lost their ownership rights after the 1946 Agrarian Reform Act. Forced to pool their land, they became state employees working on collective farms as large as 100,000 hectares. In the 1980s, co operative farms accounted for more than 80 per cent of the total agriculture pro-

duction.

Simultaneously, resources were drained towards indistrial development. Between 1980 and 1988, agricultural investment declined by 20 per cent. This implies that considerable efforts and funds are needed

four wine companies have been broken up into 33 companies.

But they are not equal. Some might go bankrupt; others will thrive under new management.

However, the quality will be maintained because we are in

Ariane Genillard on the peasants' revival

Forward to 1946

today to improve agricultural productivity. Public officials point to the good results of the remaining private sector. They argue that pri vatisation will spread these good results to the entire farmland of

Respecting the pre-war property scale, the land law places a restriction on how much land can be claimed back. Owners or their heirs can claim a maximum of 20 bectares in the plains and 30 hectares in

A free land market will only smerge in three years, however.
The three year moratorium on all sale and purchase of land was set to prevent speculators hedging against the high inflation expected during the transition period.

The law also stipulates that the land cannot be left idle by owners who long left for the cities. If not worked the land must be lessed to

worked, the land must be leased to

Owners will be free to re-associate themselves and continue thereby the existing co-operative system. To prevent fragmentation, plots of land equivalent in size and quality can be granted outside the

Municipal land commissions must be set up and land surveys done.

Old style communists still influence official thinking on agriculture

Officials hope that most land plots will be in the hands of private farmers by the end of the year. As owners, these private farmers will now have the necessary collateral to guarantee credits.

The principal organism to ensure credits is the Bank for Agricultural Credit. Founded in March, 1990, this bank has an initial capital of 150m

Vineyards are at the crossroads as monopoly protection is abolished, writes Judy Dempsey

The sweet and dry tastes of competition

leva (\$10m). Shareholders include Bulgarian institutions such as the National Insurance Institute, the National Savings Institute and Cen-

tral Co-operative Union.
Foreign investors also have capital participation, with Raiffelsen Bank of Austria and Maxwell owning each 10 per cent of equity.

The Bank for Agricultural Credits

has been the principal organism for co-ordinating the economic assistance under the PHARE programme, the European Community economic aid package for the region. The programme, which amounted to 16m ecus for the first quarter of 1991, is not free for Bulgarian farmers. They must borrow from the Bank of Agricultural Credits in order to buy the western agri-cultural eupplies provided under the PHARE programme. The Bank'e profits will then be recycled toward

the tight monitoring constraints advised by the International Mone-tary Fund. Interest rates are consequently high, averaging four per cent per month. Most farmers consider this prohibitive and complain that it prevents them from securing much needed supplies, such as seeds and animal feed, in the current sowing season.

The interest rate problem is com-pounded by the inefficient pricing policy set by the government. Despite the overall price liberalisa tion of last February, major agricul-tural products, such as grain, dairy products and meat, remain limited

by relatively low price ceilings.
While no official explanation is given for these ceilings, political asons loom in the background. The agricultural ministry, headed by a member of the traditionally pro-communist agrarian unions, remains under the influence of old thinkers. High food prices heve never been known to win votes.

Beyond the distortion between input and output prices, market surpluses have also lowered prices. This is largely due to the breakdown of trade with the Soviet Union and the former CMEA trade partners. the emerging private sector.

The Bank'e lending policy follows

mers. They account roughly for 80

per cent of Bulgaria's markets.

Farmers complain about this price system in particular, and about the government policies in general. They say that maintaining low food prices contradicts the policy of high interest rates. They also complain that while the new foreign exchange rate has boosted the price esures have followed.

of imports, no trade liberalisation Indeed, bans on agricultural exports persist. Similarly, 1991 export taxes reached 30 per cent on

Government officials say these measures are temporary. Moreover, the interest rate problem should theoretically be solved once the price liberalisation programme settles into a market mechanism.

meat products, cereals and cheese.

But some of the problems will take longer to heal. Bulgaria needs sectoral investment to upgrade product quality. Agricultural productivity must increase in order to offset trade tariffs. And infrastructural investments are needed to improve transport.

The land law is only the first step towards a private agriculture. A comprehensive agricultural policy is now needed to turn egriculture into e profitable, export driven sec

BULGARIAN wine, which has impressed the British con-sumer with its consistent quality and good value, is at a cross roads following an unexpected decision by the former socialist

government to de-monopolise the industry last November The move to break up the state monopoly – although for the time being, the state will continue to own the vineyards – means that Bulgaria's wine producers will now be competing among themselves in Europe and other areas. quality will be maintained, and

ss profitable wine producers in Bulgaria will survive. Mr Hristo Dermendjiev, head of the export department for Bulgarian wines and a veteran connoisseur of the wine industry, has few doubts about the

"Although the decision to demonopolise was political, I think in the long term it may be a positive development in the sense that brighter people will become involved in the

wine business," he says. Mr Dermendjiev, 59, who has worked in this sector for more

than 35 years, says that under the new system, the vineyards are now becoming self-financ-ing and technologically indewatchdog" for the industry and will also focus on research and development for this crucial export-earning sector of the

"Under the old system, which consisted of four wine companies, all important deci-Last year, hard currency earnings, or about 50 per cent of total turnover, amounted to slons were made by the centre here in Sofia. This was not a breeding ground for new ideas, he says. Under the new system, the

Gorbachev's 1985 move against alcohol hit Bulgarian sales

about £50m, with the UK accounting for £30m. About 80 per cent of production is earmarked for the Soviet market, and the rest is consumed

the process of setting np a Union of Wine Producers of Bulgaria." locally.

This export profile represents a considerable shift away from the mid 1980s, when about 70 per cent of all wine exports was being sold to the This Union, which is expected to be registered this month, will act as a kind of "quality

Soviet Union for non-convertfble currency.

But that amount was sharply cut back following Mr Mikhail Gorbachev's anti-alcohol campaign in 1985, combined with a crisis in Bulgarian agriculture which led to a decrease in which led to a uccrease in planting. Together, these fac-tors partly explain the fall in wine output from 4.5m hecto-lities in 1985 to 1.8m hecto-lit-

Given these circumstances, Mr Detmendjiev believes that the de-monopolisation of the industry was done in haste. "It should have been prepared in advance. We were just at the end of the season. This decision destroyed the "technological". cal connection' between the different enterprises. For instance, to produce 25m bottles of sparkling wines, we need 18m hires of wine."

Mr Dermendjiev explained that because wine is produced in different parts of the country, and sparkling wines are produced in three different enterprises, there was a great degree of co-operation between all the enterprises and vine-

If one vineyard had a shortfall in one product, we used to exchange, for instance, bottles of sparkling for other wine producing equipment. That was before de-monopolisation. We will not be able to do that

contracts between enterprises and vineyards is not the only matter worrying Mr Dermend-jiev and his colleagues. They are concerned about what will happen if private ownership of land is introduced. "Of course, it is a good thing failing year by year

in the long term to have private land, but the privatisation

will cause problems in the short term," he explained.

The problem is the future status of the large vineyards.

Total bectare coverage for wine production is 80,000 hect-

The production of

grapes has been

ares - not including villages and local vineyards which grow between 15 and 20,000 Mr Dermendijev believes

that the industry could be adversely affected if the cooperatives decided to break up the vineyards or if individuals exercise their right to reclaim a maximum of 30 hectares of

"The vineyards might be broken up. Furthermore, the new private farmers will not have capital. They will be interested in crops which pro-duce a quick profit. The first wine crop takes five years to cultivate, he added.

The future is thus uncertain but not bleak for the wine industry: whoever invests in the wine industry will inherit a sound material base, with good technology and equipment and with the potential to earn valuable foreign currency.

But this means that the wine industry itself will have to adapt to the new climate of competition.

dulgarian

The Fine Wine Box with 3 bottles each

of these limited volume wines:

Stambolovo Merlot Estate Selection 1984 @ £5.75 a bottle

Suhindol Gamza Estate Selection 1982 @ \$7.49 a bottle

Svischtov Cabernet Estate Selection 1983 @ £6.45 a bottle

Novi Pazar Chardonnay Controliran 1988 @ \$4.09 a bottle

Special Case price of £65.00

Inc. VAT @ 125% for orders collected or delivered within Greater London.

Offer subject to availability.

Ad*hoc* Wine Warehouse

Which? Wine Warehouse of the Year 1991

Call Ben Hulbert or Alan Duff on 071 274 0988

363 Clapham Road SW9

Wine growing, for example, could be intensified. The average annual production of wine grapes is about 370,000 tonnes but the existing processing capacity could handle 650,000

However, grape production has been falling year by year. The current yield per decare (a tenth of a hectare) is between 300 and 350 kgs while agronomists and viticultural experts believe the potential could

reach 800 kgs.

The industry will also require incentives, such as a higher marketing profile, to hold its own in international markets. This could be achieved through direct contracts on raw materials, (for instance, grapes), with produc-

Some vineyarde may be encouraged to increase production of higher quality wines and producers could establish their own identity for export

Mr Dermendjiev and his colleagues have no qualms about these challenges. What bothers them is the political and economic uncertainty about the reforms, about stability, and about being bought cheaply by those looking for a quick profit.

A MODERN **CONGRESS CENTRE** IN THE SOUTH-EAST OF **EUROPE THAT WILL MAKE SURE** THE EVENT YOU PLAN. IS A SUCCESS



The Sofia Congress Centre, a superb building in the very heart of the Bulgarian capital, provides excellent conditions for holding a variety of events - congresses, conferences, seminars, symposia, presentations, product launches, exhibitions, business meetings and banquets. We offer a complete range of services:

- 16 halls seating from 100 to 4000
- 1500 sq.m. display area
- fully equipped press centre
 offset printing and
- photocopying facilities
 audio-visual and cine-equipment
- simultaneous interpretation system - restaurants and bars
- shopping centre
- parking lot

Plus individual attention, friendly atmosphere, cultural and entertainment programmes that will make it easier to enjoy your stay in Sofia. We have the experience to guarantee the smooth-running and the efficiency of your event - no matter whether you are a newcomer to Bulgaria or expanding your company.

For detailed information please contact: Congress Centre, 1 Bulgaria Square 1414 Sofia, Bulgaria. Tel: 51 501. Tlx: 23643. Fax: 802042



Sunny Day Co

THE BEST OF THE SEA, MOUNTAIN AND SPA **RESORTS IN BULGARIA**

The SUNNY DAY Company offers two-, three-, four- and five-star hotels in Pamporovo, Borovetz, Velingrad, Hissar, Druzhba (Varna) and Vitosha." The magical combination of a beach facing the East, fine sands, mineral water, excellent facilities for winter recreation and skiing, own fitness and health centres, day and night entertainment and leisure programmes, excursions and sightseeing in the surroundings and abroad is a real privilege for the guests of the Sunny Day Company. The comfortable hotels and the complete package of services combined with perfect environment meet the needs of travellers seeking rest and relaxation as well as of businessmen aiming at establishing trade contacts in Bulgaria.

> For detailed information and reservations contact: SUNNY DAY Company, 101, Tolbuhin Blvd. 1000 Sofis, Bulgaria Telephone: 656 612 · Fax: 656 938



BANK FOR AGRICULTURAL CREDIT LTD

MAIN SHAREHOLDERS:

The State Savings Bank, Sofia The State Insurance Institute, Sofia Raiffeisen Zentralbank Österreich, Vienna

Mr. Robert Maxwell - Chairman of the MCC, London Mr. Atanas Tilev - President of DARU, Vienna, London The Economic Bank, Sofia etc. Authorised Capital - 150,000,000 leva (fully paid)

Balance Sheet Total - 208,081,998 leva Consolidated Balance Sheet Total - 1,091,642,963 leva DIVIDEND PAID FOR 1990 - 8%

MORE THAN 100 CORRESPONDENT BANKS ABROAD BRANCH OFFICES IN THE COUNTRY - 14

ADDRESS: 55 Christo Botev Blvd, 1606 Solia, Bulgaria Tel: 510 687, 510 683 Int. Dept. Fax: (3592) 510 745. Tix 24470 Agric bg



THE GATEWAY TO BULGARIA



AGRICULTURAL AND CO-OPERATIVE PLOVDIV - BULGARIA

HEAD OFFICE

4018 Ploydiv, 37 G. Dimitrov Blvd Telephones to contact International Dept BG (32) 563 651 or 562 668 Fax: International Dept. BG (32) 223 964. Telex: general - 44324 ZKB BG FOREX & MM Telex addresses - 44650/1 ACBFEX BG **WE KNOW HOW TO MANAGE CHANGE**



COMPREHENSIVE RANGE OF **BANKING AND FINANCIAL SERVICES** LARGE DOMESTIC NETWORK **FAST GROWING RANGE OF INTERNATIONAL ACTIVITES**

Open - Co-operative - Competitive

BALKANBANK

18 Vitosha Blvd. 1000 Sofia, Bulgaria Tel: 88 12 21. Telex: 22783. Fax: 88 30 91

1.00 (1.00 m) 1.00 (1.00 m)

INTERNATIONAL FAIR PLOUDIU BULGARIA

23 - 29 September 1991 INTERNATIONAL TECHNICAL FAIR

4 - 10 May 1992 INTERNATIONAL FAIR OF CONSUMER GOODS, MACHINERY AND TECHNOLOGIES FOR THEIR PRODUCTION

These are the dates you should write down in your business calendar. Your participation in Ploydiv Fairs will improve your business potential to your partners. Study the Bulgarian market and avail yourselves of the chances of industrial co-operation and information on joint ventures.

INTERNATIONAL FAIR PLOVDIV, BULGARIA 37, G. Dimitrov, Blvd. 4018 Plovdiv Tel: 55 31 91, 55 31 46. Th: 44432 Partet Bg: 44709, 44710, Fax: 32/26 54 32

Industry man in a hurry

IVAN PIISHKAROV is a man in a hurry. As minister for industry, trade and services, he is responsible for bringing the country's industrial sector out of the red into the black.

For him, red means more than just bad debts. It also means communist. One of his goals is to break the continuing stranglehold of the communist economic nomenklatura. or managers, over the enter-

The means for achieving this and attracting much-needed foreign capital is privatisation.

Mr Pushkarov, like his other
non-socialist colleagues in the
coalition government, believes that privatisation must be introduced as quickly as possi-ble. "Our main task is to go for

a big privatisation, and soon." The drawing board, influenced by the experiences in the other countries of eastern Europe, is packed with plans, most of them already rejected. Mr Pushkarov is not keen on the cautious privatisation pro-gramme introduced last year by the Hungarians (but subse-

quently accelerated).

Pushkarov loathes the idea of the voucher system - intro-duced by the Polish govern-ment and considered by the Czechoslovak government which allows workers to cash in their free vouchers for

shares in any enterprise.

These vouchers are socialist stupidities. We need a real capital base. We need a market for generating that capital. We can

as commercial agencies:

realise this through Funds. He has little time for quibbling over the value of assets of enterprises. This problem has beset every east European government because, if the assets are underpriced, the government could be accused of selling off enterprises too

"I do not worry about cheap sales. Our aim is not primarily to have the highest possible price for the enterprises. What is at issue is the salvation of the country," he exclaims. Bulgaria, he fears, is losing valuable time over introducing

Mr Pushkarov blames the Mr Pushkarov blames the socialist parliamentary majority for "slowing up the legislation on privatisation. Some populist feelings have emerged because some forces want to extract political dividends from it," he says.

This is a veiled reference to last year's election campaign

last year's election campaign. The Bulgarian Socialist (former communist) Party in the villages warned the peasantry that if the opposition Union of Democratic Forces (UDF) won, the BSP would privatise the land and sell it to foreigners. The communists won a landslide victory in the country-

Despite deep-seated suspi-cions towards foreign capital equally deeply held egalitarian attitudes towards wealth, and populist feelings which can be easily exploited. Mr Pushkarov's believes his goal to pri-

A regular member of the World Trade Centers Association from 1985, the World

Trade Center Interpred - Sofia serves the main purposes of this Association by

information about leading companies in different fields, upon request;

* specialised services - communication, interpreter and translation;

The following facilities are available in the WTC Sofia building:

trade negociations, seminars, exhibitions and cocktail-parties;

Sofia 1057, Bulgaria, 16, Bulgaro-Savetska Drujba Blvd

Tel: 71 46 46 46 • Tlx: 023284 inpr bg; 23072 wtcs bg

Fax: 70 00 06, 70 85 87, 70 90 96

When the crisis appeared on the Bulgarian horizon

When the crisis struck and the others staggered,

Now, when the others are trying the new ways,

and the others held aback.

providing comfortable facilities and special services to promote international

- Interpred's bureaux represent foreign companies and act

research, economics-related information and consultation,

* Bulgarian language courses, education programmes;

fully equipped halls for holding symposia, conferences,

- WTC Sofia may provide or arrange to Provide:

- WTC Sofia is enrolled in the Network -

an integrated electronic subscriber system;

working premises for foreign tenants;

BULGARSKA PHILATELIA

8, blvd. Totleben

Security & Art Printing Distribution & Trade

tel. 543 232, telex 23019 buphil bg. fax 800731

BULGARIA

HYDROCARBON

POTENTIAL

Contact: Dr. Constantin ROMAN

Tel: 0825 840856 Fax: 0825 841257

Telex 95553 CELTIC G

Club restaurant and coffee bar.

vatise between 20 and 30 per cent of state industry over remain under state control.

three years can be attained. That is an ambitious programme. More than 90 per cent of industry is in the hands of He talks of selling the country's petrol stations to a US company. He insists that the

able or lossing making enter-The big question is whether there is a political consensus to push through a programme which could push up unem-ployment from the current 160,000 to between 400,000 and 500,000, or 10 per cent of the labour force. As it is, the UDF does not control the parlia-ment which is dominated by

state will not bail out unprofit-

the BSP. We are already committing political suicide with our anti-inflation programme," explains

believes that the communist nomenklatura are "really dangerous when they exercise the economic power throughout the country. We have to destroy that economic power through decentralisation and

de-monopolisation," he says. Earlier this year, the govern-ment started a complicated process of de-monopolisation, without putting in place a law on privatisation, or without defining property and owner-ship rights. It meant that large, example tha wine and con-struction industries, were bro-

Western economists believe the move was somewhat hasty, and the plans could have been drawn up more coherently. But to underestimate the deep hostility of the non-communist ministers towards the old communist regime would he to misread the government's determination to privatise.

For these young ministers, de-monopolisation and privati-sation are a means to break the communist monopoly on power even more than to attract capital.

Bulgaria needs this capital without delay. A law known as Decree 56 passed last year allows foreign investment, but there are too many grey areas on the repatriation of profits, ownership rights, and banking. Mr Ivan Kostov, the minister of finance, says it is being amended so that property and ownership rights as well as the tax system will be more sharply defined for the foreign

But the task of privatising the Bulgarian economy will still be awesome, requiring a new banking and accounting system and provisions for higher unemployment.

The government will also have to explain to farmers why their subsidies have been cut while farmers in the European Community are subsidised and keep ont produce from eastern Europe.
Despite these challenges,

however, the government's energy and anthoniasm are remarkable. "There is no turn-ing back," says Mr Kostov.

other energy carriers

the field of energy

Designing

Erection

Operation

Construction

Studies and investigation

Repair within guarantee and

Transmission lines up to 750Ky and

ENERGOIMPEX

Sub-stations high, medium and low voltage

Consulting services in the field of energy

non-guarantee period

Supervision activity

Foreign Trade Organisation BULGARIA, Solia 1000, POB 801

Fac \$2 11 55

Cable: Energoimpex

Tel: 51 88 67 • Tel: 226 69, 23999

European and other countries

SIMPLY ALL YOU NEED TO

SOLVE ENERGY PROBLEMS

Import/Export of coal, electric power and

Machinery and equipment supply for the

Industrial and commercial co-operation in

power engineering of BULGARIA, East

Experts prepare groundwork for autumn debt talks

Striving for credibility

OVER THE NEXT four months, a group of Bulgarian economists and experts will meet to analyse the country's finances.

They aim to draft proposals to be presented to the London Club of banks and financial institutions in the autumn as the basis for a rescheduling - if not a com-plete restructuring - of Bulgaria's hard currency debt owed to its 308 commercial

The task for these experts, led by Mrs Mariana Todorova, the deputy minister for foreign and economic relations who also leads the debt negotiationing team, is far from easy. Bulgaria lost a great deal of goodwill, credibility and crucial credit lines, when the former communist government decided to receive all negotiations of ment decided to postpone all payments on principal and interest in March 1990.

That decision immediately prompted western commercial banks to impose a moratorium on all credit lines to Bulgaria. Not surprisingly, the country's reserves of \$1bn were quickly exhausted, and indus-trial production, starved of investments

and spare parts, plummeted. The new coalition government sworn in last January has had to undertake much repair work. In April, the Paris Club agreed to a restructuring of the debt, spread over 10 years, with a six year grace period. Mrs Todorova believes it is the first positive step towards tackling the London Club, and towards restoring credibility with stern institutions.

One of the stumbling blocks towards negotiating with the London Club was the western commercial banks' insistence that the Bulgarian government should guarantee debts. The government refused.

A consortium of western bankers, led by Deutsche Bank, opened talks last September with the Bulgarian Foreign Trade Bank (BFTB). The BFTB holds 80 per cent of the total commercial debts. Additional rounds of talks proved futile. But Mrs.

Todorova remains confident that some agreement can be reached in September. Meanwhile, in Sofia a special Debt Infor mation Group is expected to sieve through

POLAND

every Letter of Credit from the 325 banks.
"We have to find out the precise data on what currencies we borrowed, over what period of time and the maturity of loans.

Essentially, we have to set up a data base," Mrs Todorova explains. But she and Mr Ivan Rostov, the Imance minister, believe Bulgaria is simply not in a position to ask for debt forgiveness, even though Poland has had its debt halved. Unlike Poland however, the bulk of fin-

garia's debts are owed to banks rather than governments. This makes debt for-giveness almost impossible. Instead, Mrs Todorova believes som Instead, Mrs Todorova beneves some kind of debt-equity swaps combined with a rescheduling programme could be possible. Mr Kostov admits there is very little room for manoeuvre. The state will guarantae rescheduling when the state becomes capable of servicing the dokt. We need a solid basis for debt rescheduling. an economy which can be export driven

The road to debt reform

IN 1990, the Bulgarian Foreign Trade Bank (BFTB) was due to repay \$3.6bn in principal; \$1.8hn in 1991; and \$0.8bn in 1992. Of that amount, \$1,800m is owed to German banks: 400m to Japanese banks, \$1,100m to British banks, \$520m to French banks and \$540m owed to the USSR.

The BFTB until recently acted as a half-way house between a central and commercial bank. It had been responsible for foreign payments and settlements as well as for borrowing abroad.

Since January, the government has been working on plans to restore the credibility of the bank through a radical reform of the entire banking

IN THE NEW ERA FOR BULGARIA

WHAT YOU NEED IS

ES FRY PRIMIS DINK LTD

2A, Al. Stamboliyski Blvd. Sofia, Bulgaria

Tel: 659 388 - Tlx: 24540 FPBank Bg - Fax: 465 312

system. The system, which consists of the National Bank of Bulgaria (NBB), the BFTB, tha State Saving Bank, eight specialised commercial banks and 60 universal banks, is dercapitalised. Their capital is a small percentage of risk assets. Many banks are too small to be efficient. Some reforms, adopted in

1989, were implemented in 1990. A two-tier banking sys-tem was introduced, with the NBB becoming the Central Bank In April 1990, the NBB

minimum reserve requirement of 5 per cent on deposits. Commercial banks are now required to maintain a minimum equity to assets ratio of 4

Exposure to a single bor-rower must be limited to five times their equity by the end of 1990 and four times by the end of 1991.

Despite these changes, the pespite these changes, the quality of banks' loan portfolios is thought to be questionable. Soft budget constraints on enterprises often maant rescheduling of unpaid loans, In addition, enterprises were often granted special interest rates aimed at coping with losses or non-profitability. sses or non-profitabili

Western experts and Bulgar-tan economists believe the reforms must be more compre-hensive if soft budget connensive it sort orders con-straints on enterprises are to end and if the banks are to play a major role in the reforms, including privatisa-tion. Reforms should include: • promotion of supervision of the banks and the banks

• the introduction of independent auditing; • the expa banks' equity to assets ratio; scaling down the number

of banks; • stricter attention to loan appraisal and risk manage-

J.D.

for Private compani 19-23 November, 1991 Sofie Congress Centre Tel: 650 071, The 28960, Fac: 881 311

FINANCIAL TIMES RELATED SURVEYS

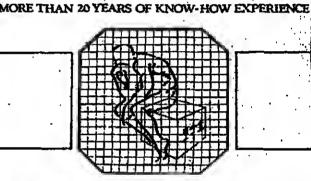
Jan 24 1900 EASTERN EUROPE YUGOSLAVIA Jul 6 1990 Sep 17 1995 HUNGARY Oct 29 1996

EAST EUROPE TRANSFORMATION Feb & 1901 May 3 1991 INTERNATIONAL BANKING May 1991 YUGOSLAVIA June 1991 June 1901 EXPORT FINANCE Oct 1991 HUNGARY

FOR ADVERTISING INFORMATION CONTACT PATRICIA SURRIDGE 071-873-3426 FOR EDITORIAL INFORMATION CONTACT DAVID DODWELL 071-873-4090

Ttechnika

INTERNATIONAL TRANSFER TECHNOLOGY COMP. FROM IDEA TO REALITY



LICENCES-KNOW-HOW-ENGINEERING-COOPERATION

stambouli (Bulgaria) ltd. subsidiary of: stambouli enterprises (Cyprus) ltd.

Present in Bulgaria since 1984 - offices in Sofia and Golden Sands : Sport/Leisure/Catering/Light Industry Equipment, Delivers Consumer goods and Turnkey Projects. : Finance, Barter, Countertrade, Buy-back arrange **Provides**

Represents : Major Brands : Distribution Network/retail outlets/wholesale activity. Operates

: As Buyer, Agent, Distributor, Importer and Exporter. to represent major companies in Bulgaria

Worldwide Exporter of First Class Bulgarian made products at exceptional prices. Guarantees delivery dates and quality control.

Contact us for all your offers and requi P.O. Box 3792, Nicosia - Cyprus.

Tet: 357-2-477174 Fax: 357-2-486277 The 4871 Stambros Cy



1040 Sofia, Buigaria Telex: 22665/6

Tel: 75-301

Fax: 771 396

Export, import, service and engineering activity with electric holes, craries, hossing machines and mechanisms, construction and road engineering, continuous handling means, warehouse equipment, complete systems for the mechanisation of lifting and handling operations, programme and technical means for the automation of warehouses and transport systems.

18 Kliment Ohridski Blyd.

Joint Ventures, Agents and Distributors: Misis Paranchi S.r.L. - Italy - Misis Hoists Inc-Canada - Felim (Private) Ltd. - Singapore - Dissa S.A. - Spain - Felco Ltd. - Grest Britain - S.M. Jaffer & Car-Paliston - Austin Hoist & Crane Gg. Pty Ltd. - Australia - PWS Anchor Ltd. - Australia - Macro Motors Co. Ltd. - Joan - International Trade Office - Egypt - Orion Engineering & Co. - South Norma etc.

EAST EUROPE OPPORTUNITIES We operate a Joint-Venture Trade search company, we

have an associate Bulgarian resident unit for on the ground research and local contacts with Legal back-up. Project list available. We also have direct contacts with USSR and are willing to assist in Trade missions, translations and visit arrangements. We work on a low fees basis with a success related portion.

J.E. HAMILTON FRA ANGLO-BULGARIAN TRADE AND FINANCE CO. LDL and UK-USSR TRADE AND FINANCE Co. Contact: 10 Chimes Mesdow, Southwell, Notts Tel: 0636 815265 or fax to 0636 815828



MASTER FRANCHISE LICENSE FOR SALE IN BULGARIA

restaurants in Buigaria and abroad.

 Excellent variety of selection: for Bulgarian, European and combined cuisine,

For further details contact:

■ BULGIRSONINI/EST

BULGARIAN - SOVIET

FINANCIAL COMPANY

65, Ekzarlı Josiph Str. Sofia 1000, Bulgaria.

Tel: 333 219 - Th: 23593 - Fax: (00359) 2/334 112

dealing primarily with Eastern Block countries. We have seeking to establish links with Bulgaria.

HAMMERSTAR LTD, KINGSTONS HOUSE, 15 COOMBE ROAD, KINGSTON, SURREY KT2 7AB ENGLAND TEL: 081 541 1828 • FAX: 081 541 1914 • TLX: 261759

HIGH QUALITY AND BIG VARIETY

- raw, jacquard, dyed and printed fabrics form natural slik, mixtures and man-made fibres and filaments; formal ladies dresses; ties and scarts: - boutiques and unique garments: sportswear, knitted furniture velvet. 5, V. Andreev St., Sofia, BULGARIA PRT

PIONEERING BULGARIAN-BRITISH

FULL RANGE OF BANKING

AND FINANCIAL SERVICES

IN BULGARIA AND ABROAD

PRT has a well established and successful track record in Bulgaria over the last four years.

COMMERCIAL BANK VUZRAZHDANE PLC

50, Al. Stamboliyski Blvd.

Solia 1303, Bulgaria.

Tel: 877 431. Tlx: 23659. Fax: 802 085

PRT has offices in Bulgaria, England and Northern Ireland, and can make available extensive knowledge of the Bulgarian market -Legal, Governmental, Manufacturing and Retail - to those

For detailed information contact: PR TRADING LTD.

Barbers Page Roberts
Tel: 0256 703621 • Fax: 0256 704059
Asson Lagadinor; Sofia
Irwin Armstrong: N. Irstand - Tel: 0266 49423 • Fax: 0266 49424

BUSINESS DEVELOPMENT

companies considering business in Bulgaria.

TRADING OPPORTUNITIES

HAMMERSTAR is an international trading company an extensive range of products including consumer electronics and office equipment. We are actively

Training of staff and running

A51 INTERMENU 51F is represented by Assen Chaushey. 9 Aksakov St. Sofia, Bulgaria. Tel: 88 30 20 - Fax: 880136

FT LAW REPORTS

Ship enters Bombay at 'prior entry'

ANTCLIZO SHIPPING CORPORATION V. THE FOOD CORPORATION OF INDIA Queen's Bench Division (Commercial Court): Mr Justice Hirst May 2 1991

A CHARTERED vessel is "entered at Customs House" for the purpose of calculating laytime at an Indian port as soon as prior to entry procedures have been completed in accordance with Indian legislation and the Indian customs procedural code.

Mr Justice Hirst so held when giving judgment for Antolizo Shipping Corporation, plaintiff owners of Antolizo on a spe-"entered at Customs House"

comers of Antonzo, on a special-case stated by Mr Anthony Colman QC, umpire on an arbitration claim by the owners against charterers. The Food Corporation of India.

HIS LORDSHIP said that by a charterparty dated October 20 1973, Antolizo was chartered for a suvere from the US to

PAGE 1

AL TIMES

MOTTANA

73-3426

TO REAL

A CANADA WARREN

BURVEYS

for a voyage from the US to India. By clause 34 of the charterparty laytime was to count from 24 hours after receipt of notice of readiness to dis-charge, "vessel also having been entered at Customs House and in free pratique whether in berth or not".

The vessel arrived at the Bombay floating light on December 30 1973. She tendered notice of readiness to discharge next morning.

The main issue in the case related to demurrage. The first question was as to when the vessel was "entered at Customs House" within clause 34. By section 31(1) of the Indian Customs Act 1962 the master could not permit unloading until customs had granted "entry inwards" to the vessel. No such order would be given, until an import manifest had

been delivered.

The umpire, having quoted from the 1962 Act and the Central Manual of the Import Department in the Customs Houses, published by the Indian Central Board of Excise and Customs, found that Indian Customs encouraged delivery of the import general manifest before the expected date of arrival.

Some days before arrival local agents would prepare an import general manifest and an application for entry inwards, including an under-taking to enter the vessel immediately after artival. They would take those documents to the Customs House and the vessel would be entered in the

inward entry register and inwards procedure, that is, entry was completed stamped as having been admit- final entry.

Prior entry was a

ted under "prior entry rules". Prior entry was the name given by those in the Indian shipping trade and the customs authorities to the system of lodging the import general manifest and application for entry inwards. The system was widely used for the purpose of saving time in completing cus-toms procedures. It was used for 95 per cent of vessels discharging at Bombay.

A vessel on whose behalf prior entry procedures had been completed was described in the Indian shipping trade as having been "entered" with the customs. Where the vessel was to be wholly or partly dis-charged at inner anchorage her agents must obtain special per-mission to hreak hulk in stream from the customs import department. After approval the vessel was treated by the customs as if it had received an order granting entry inwards before completion of the inward entry regis-

The umpire found that on December 29 1973 the owners' agent completed prior entry, and on December 30 the vessel arrived at the Bombay floating light and anchored. On December 31 she got free pratique and gave notice of readiness.

On January I 1974 the owners' agent collected the documents which remained to be lodged with the customs import department, and the customs clerk completed the entries in the register. An order granting entry inwards was made when the customs boarding officer approved the vessel and signified permission to discharge at inner anchor-age. The umpire found that after prior entry procedure had been completed, and therefore when the vessel gave notice of readiness, it was entered at

Customs House within the meaning of clause 34. He found also that when the vessel gave notice of readin she was legally ready to dis-charge, in the sense that there was no reason in law or fact why she should not have been allowed to discharge in stream

The charterers submitted that the unpire was wrong in concluding that the vessel was entered once prior entry procedure was completed. They said that on the proper construction of the clause "entry at Customs House" was not made until the final stage of entry mally have begun before final

In four first instance decisions similar questions con-cerning demurrage at Indian ports had been considered. The first two were in conflict with the later two, the reason being that a great deal more background information had been made available when the two

later cases were decided.
In the Apollon [1983] 1
Lloyd's Rep 409 and the Delian Leto [1983] 2 Lloyd's Rep 496, it was held that the vessel was entered under prior to entry rules. In the Albion [1987] 2 Lloyd's Rep 365 and the Nestor [1987] 2 Lloyd's Rep 649 it was held that "entry" meant final entry.
It was common ground that

none of those cases was binding on the court.

The umpire made significant findings of fact based on material and evidence which was

not available in any of the ear-The manual was an Indiawide code of procedure. As a set of regulations laying down day-to-day procedures in detail, it was of the utmost impor-tance and to be regarded as part of the matrix baving weight comparable to the Act itself. The umpire's findings also were of great importance as part of the matrix, demon-

strating the intrinsic signifi-cance of prior entry, not only as operated in practice but also as perceived by traders, cus-toms authorities and the court. . Those matters constituted a substantial and significant before the court in the previ-ous cases. The present court therefore must put its own con-struction on clause 34.

On the evidence, in particular the manual and the prac-tice at Indian ports including Bombay, discharge became legal when the preventive offi-cer permitted inward entry, which was in between prior entry and final entry. That critically weakened the

tie between clause 34 and final entry, particularly since grant of inward entry did not involve physical entry in the register. Not only did the evidence significantly npgrade the intrinsic importance of prior entry but it also downgraded the intrinsic importance of final entry, since the umpire's findings showed clearly that, in accordance with the manual

Prior entry was a physical entry in the register to which all relevant parties ettached importance. It constituted the only entry made as e matter of practice in eccordance with the provisions of the manual prior to commencement of discharge. The owners' construc-tion was therefore preferable

Taking all those considerations into account, the owners's construction of clause 34 was correct. There was no fault in the umpire's reasoning in reaching that conclusion.

for commercial reasons.

The charterers submitted that it was only after final entry that notice of readiness could legally be given, on the footing that until then dis-charge would be unlawful. The owners submitted that

on the evidence, once the ves-sel had completed the prior entry procedure and obtained special permission to break hulk in mid-stream, there was nothing to prevent her from ately on errival at inner

anchorage. In Delian Spirit [1972] 1 QB 103 Mr Justice Donaldson said a vessel was ready if there was nothing to prevent ber being In Tres Flores [1974] 1 QB 265 Lord Denning said the master must be in a position to say "I am ready to load at the moment you want me...and any necessary preliminar-ies...will not be such as to

The court assumed without deciding, that Mr Justice Donaldson's more stringent "readi-ness at once" test wes the appropriete criterion. The umpire's findings satisfied the test. The vessel was legally ready to discharge when notice

of readiness was given.
There was no fault with the
umpire's reasoning. His decision was upheld on the demur rage issue and on all other issues including an issue under the freight clause of the char-terparty, on which he held that "settlement" in "balance of freight will be paid after ... settlement of demurrage" meant

and not "payment".

For the charterers: Adrian Hamilton QC and Geraldine Andrews (Gagrat Gardi).

For the shipouners: Anthony Clarke QC and Charles Had-don-Cave (Herbert Smith).

Rachel Davies

VÆRNER

Kvaemer a.s. ranks as the largest privately-owned industrial group in Norway. It embraces 30 or so mechanical engineering works, shipyards, offshore fabricators, sales companies, engineering consultants and contractors in many countries.

The largest of these include Kvaerner Rosenberg, Kvaerner Engineering, Kvaerner Eureka and Kvaerner Kleven in Norway, Kvaerner Masa-Yards in Finland and Kvaemer Govan in the UK.

Kvaerner's operations include: construction of platforms, platform modules and subsea production equipment for the offshore oil industry; turbines for wind, water and gas-fired power production; equipment for hydropower, pulp/paper production and fish

The group also builds ships and high-speed catamarans, conducts traditional mechanical engineering, ranks as a leading operator of gas and refrigerated carriers, and provides engineering and consultancy services.

Kvaerner has shipyards in Finland, Norway, Singapore and the UK. These facilities construct all types of vessel, from carriers for liquefied petroleum gases to reefers, large passenger vessels, fast ferries, minesweepers and ice-breakers.

The group has subsidiaries in Australia, Belgium, Brazil, Canada, Chile, Finland, France, Germany, Japan, Malaysia, New Zealand, Singapore, Spain, Switzerland, South Korea, the U.K. and the U.S.A.

Kvaerner a.s. is the group holding company, with its head office at Skoyen in Osio. Address: P.O. Box 100 Skoyen, N-0212 Osio 2. Tei: +47 2 96 70 00, Teiefax: +47 2 52 01 22

Highlights

Operating revenue	NOKm.	1990 13.088	1989 9.374
Profit before extraordinary items	NOKm.	1.046	725
Cash flow	NOKm.	1.339	931
Order intake	NOKm.	13.146	12.800
Return on total capital	%	12.3	12.5
Earnings per share	NOK	25.00	17.14
Number of employees		17.500	12.000



TECHNOLOGY

Magnet's powerful attraction

agnets are one of the unsung heroes of the mechanical age. Without them there would be no motors to washing machines, industria machinery or personal stereos. Many medical machines would be inoperative without them and magnets are even being used to prevent water pipes

from furring up.
Today's US\$3bn (£1.7bn) world market for magnets is set to double in the next five years as the demand for smaller magnets to belp power miniature consumer gadgetry continues to rise and lighter magnets are needed to introduce mini motors into cars Alreedy today if you prize away the bodywork from the latest motor car you will find up to 90 magnets in lt — built into the motors for everything from the windscreen wipers to the electric windows.

The leading suppliera of magnets are Japanese, in par-ticular the Sumitomo Group. But three-year-old Magnet Applications, part of the Brit-ish Cookson group, has devised a magnet that it believes will give the company a world pres-

ence.
Made of bonded neodymium, a rare earth mineral, the Bremag magnet is 10 to 15 per cent more powerful than any other magnet of the same size on the market, says Keith Blunden, managing director of Magnet

Applications.
The breakthrough has been achieved because of the way the material is processed and pressed and because of the type of binding agent used. Blundeo saya the company is continuing to work on the magnets to increase the power

to weight performance. Although neodymium is 30 imes as expensive per kilo as ferrite, one of the most common magnet materials, the cost for a neodymium magnet of equivalent power to a ferrite one is only about five times greater. And because these small rare earth magnets result in smaller related motor parts, the overall cost of a motor containing a Bremag magnet could compare favourably with the cost of using an

Della Bradshaw

n the next century, when the goods in shops are stamped "made in space", the inscription could be in Russian. For the Soviet Union is on the way to becoming a

leader in space "business". While the glamorous moon walks and shuttle flights attract most of the attention, the more mundane process of industrialisation is beginning

to take shape.

The Soviets are capitalising on 20 years' experience of working in space stations, which have progressed from the purpose-built Salyut series to their present state-of-the-art Mir space station. Cosmonauts on Mir have car-

ried out continuoua research and pilot projects for the last five years. The crew of three is often in space for several months at a time, and one of the members on tomorrow'a mission, Musa Manarov, holds the world record for the longest orbital flight of 366 days.

Space provides factory conditions unavailable on Earth. Low gravity (known as micro-gravity), a high vacuum and free solar energy can be exploited to develop new technologies and improve existing terrestrial ones.
As part of the Soviets' com-

mercialisation plans, foreign governments may buy flights for their astronauts on Mir. Britain'a first astronaut, Helen Sharman, is being aent up tomorrow as part of the Anglo Soviet Juno project - origi-nally intended to have British experiments on board. But because British sponaorship was not forthcoming either from the government or from industry. Moscow Narodny Bank is funding the journey. As a result, Sharman will be conducting Soviet experiments.

Sharman will embark on a heavy work schedule which meshes in with Soviet research. She will carry out experiments in fields as diverse as metallurgy, medicine, blology and Earth observation.

A chemistry graduate with research experience in engineering and biology, Sharman is ideally suited to carry out these varying projects. At 27, she has thrived on the

rigorous astronaut training programme conducted in Rus-

programme conducted in Russian. "I can't think of any other job where I could combine languages, science and physical fitness," she enthuses. Space technology has the potential to transform Soviet industry. The Russians predict that more then 400 new materi. that more then 400 new materials could be produced in space, including superconductors, detectors for infra-red light and

Helen Sharman, Britain's first astronaut, will be launched into space tomorrow on an Anglo-Soviet flight, writes Barbara Wood-Kaczmar

Woman with a mission



Helen Sharman with a model of the rocket that will send her to apace tomorrow on an Anglo-Soviet flight

nuclear radiation, catalysts, polymers, plastics, magnetic materials and high-strength

composites.
Officially the Soviet Union spends Roubles 7bn (£2.3bn according to the commercial rate of exchange) annually on space research. Some experts believe that space factories will eventually yield Ronbies 400m-800m yearly in profit, while others predict the combined Soviet applied space systems could earn Roubles 25bn during 1991-95. Such claims must be treated with caution as the Soviets have yet to demon-strate that their commercial

skills equal their technological

provess.
The most important moneyspinning project Sharman will
perform is the production of large, snper-pure crystals for the electronics industry and quartz crystals for glass manu-

facture.
"On Earth, impurities may settle or rise to the top and it is very difficult to get a large pure crystal," Sharman explains. Even pure crystals will not have a perfect internal lattice structure because of minute deformities caused by the Earth's gravity. Crystals made on Earth are

reheated in the station's crystalliser module. Under microgravity they recrystallise into

a perfect shape. Improved types of glass are produced this way - they have fewer defects and/or greater transparency. Also, glass with special properties for lasers and optical fibres can be made

and optical fibres can be made which cannot be produced on earth. In space, containerless processing maintains the purity of the glass.

Sharman will also make new, super-hard metal alloys in the space furnace. Materials easily contaminated by reactions with vessel walls can be accommodated by container. accommodated by container-less processing - in micro-gravity, surface tension forces cause the material to form an easily manipulated sphere with

no need for a container. Sharman will also carry out medical experiments. Astronauts suffer loss of body fluids and bone and muscle depletion in space. To stay healthy Sharman and her fellow cosmo nauts must exercise each day in Mir's gym. Sharman's exper-iments should increase our medical knowledge so that manned missions to Mars

might be possible.
One of Sharman's many roles is that of oil and gas pros-pector. She will observe the Earth through a variety of cameras on Mir's Kvant obser-vation module as part of the Soviet natural resources programme. This helps geologists to find oil, gas and mineral ore snpplies. Agriculturalists also benefit - they can follow the effects of eroslon, fire and

drought on soil condition. The Soviet success with Mir has been due to sticking to the same Lego-type design: to increase size, they simply slot on extra modules to the basic core. Mir is not supplied by expensive manned spacecraft like the Shuttle. Instead, auto-matic cargo ferries restock the station and return its manufac

tured products to Earth.
Mir'a success has led to the Soviets launching a fleet of automatic unmanned space factories - the Photon satel-lites which produce pharma-centical products and components for the electronics

industry. Six Photons have been orbited since 1985 and the Soviets are now boosting production, so great is the demand. The European Space Agency is one customer planning to use the Photons in 1993. The Sovi-ets ultimate goal of large-scale production should be met by the launch of a large, multipurpose automatic platform around the year 2005.

Red light shines at car thieves

CAR thieves beware: an Australian company has developed an electronic tagging system which helps iden-tity stolen cars as they whiz past traffic lights.
The system incorporates

e tag and a reader system. similar to existing radio-based tagging devices. But it has been devised so that the reader can detect the tag as tar as 14 metres away and when it is moving at

Each tag, developed by integrated Silicon Design, of Adelaide, incorporates 20 antenna and a silicon chip with a unique code. Radio waves from the reader, which would be installed at road intersections, charge the tag as the vehicle passes. The tag then sends back its code for identification, enabling police to establish the where-

abouts of vehicles The tag can be built into the car during its manufacture, and does not need to be in line of site of the reader for the identification to take

Don't blame it on the local network

ONE of the problems for financial institutions which want to install local area networks is how to ensure that ent" - so that they do not go out of service when transmitting important information. To achieve this Bytex, of

Southborough, Massachu-setts, has taken the fault toi-erant technology it developed in wida aree networking and has extended it so that it can be used for token ring local networks. The company claims that one of the most Important developments in achieving fault tolerance has been to replace the multiple access units used with most networks by electronic

switches. The Maestro networking hub can support 144 network stations and up to 32 sub-networks joined togethar. The company is now working on an Ethernet version of the equipment.

Strong polymer put in the picture

AN instant camera which produces holograms or a pair of goggles which deflects laser light are two of the products that could result

by Delia Bradshaw

from e novel polymer devel-oped by IBM scientists in Sen Jose, Cattlornia.

The polymer, a mbdure of

a new type of epoxy and an organic powder of nitrogen, carbon and hydrogen, alters its retractive index when light

is passed through it. Such

qualities have been identified

in expensive crystals, such as lithium nlobate. IBM scien-tists at the Almaden Research

Centre believe the ability to produce the polymer more cheaply and in a more con-

trolled manner than these

Although the polymer does not out-perform the crystals

at the moment, IBM research-ers are continuing to develop the material. Once its perfor-

mance is improved it could find a home optical storage devices and opto-electronic

Guide to reading

THE mapping of human chro-mosomes is to be speeded up with the help of an auto-mated machine which trans-

iers thry portions of selected

cells from the plate on which

they are randomly grown to

d, writes Anna Kochan

the ordered array in which they will be cultivated and

In 48 hours it can do the work that three scientists

would have taken two to three

months to complete, accord-

ing to the Medical Research

it was devaloped. A vision system developed by UK

company Visionways is key to the machine, Using e col-

our video camera and spe-

clatty-developed software the Visionways system scans the

random location of cell colo-

fies where they are. This

information is then used to

nies on each plate and identi-

ouncil in Cambridge, where

the gene map

"picting" unit to take sam-ples. Comprising als radial pine, the "picking" unit can take 1,000 samples an hour. It is automatically shelised every six samples. The MRC is negotiate

guide the computer-con

with a number of comp to starket the machine so it should be commercially evallable within a year.

Accounting for WORTH different rules WATCHING

SIEMENS Nixdorf, the German information technology commormation because by com-pany, has launched a finan-cial management software package which is multi-lingual and multi-currency and can be programmed to handle

the accounting rules used in different countries.

SN Financials, at it is called, is a Unix package which works with informix, ingres or Oracle detabases. Central to its versality, claims the company, is a "knowled base" which is customised for each user company. The knowledge base is a reposi-tory of all the information needed to run the accounting system for that particular organisation and the presentation of the data is tailored so that the company can choose the way it looks.

Braille cards are creditworthy

A WALLET-FULL of credit cards can be difficult to sort out even for those with per-tect sight. But for the blind or partially-sighted it can be a nightmare.

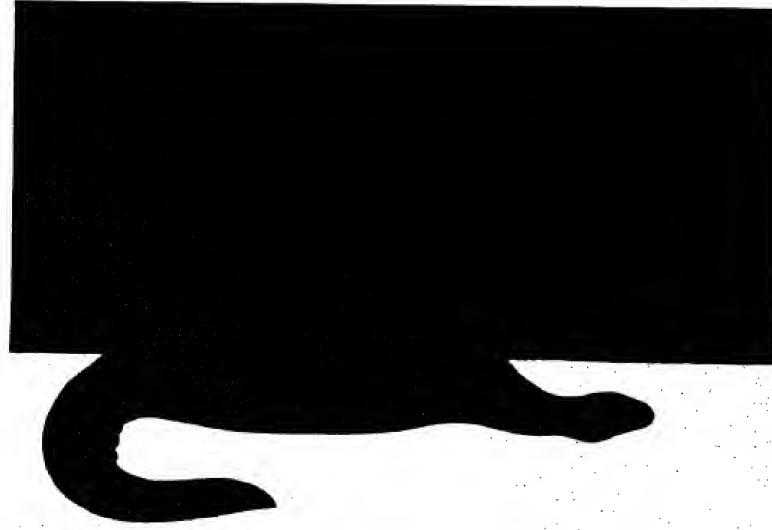
So the Havant, Hampshirebased arm of the US plastic card producer DataCard has developed the machinery to emboss Braitle characters on to plastic cards.

Up to 14 characters per line can be embossed on the card around the magnetic stripe and the hologram. For banks and other financial institutions DataCard envisages the characters denoting the name the issuing company plus the dilforent services - such as chequa card guarantee, credit card and so on.

DataCard has also developed the machinery to anable clubs or libraries, which lesue their own plastic cards, to imprint the Braille characters.

Contacts: Integrated SBRoin Dealge: Australia, 8 223 5802. Bytest: US, 508 480 8840; UK, 081 897 2522, ISM: 188, 408 927 1080, RRC: UK, 0232 248011. Stemans Nindork UK, 0344 892222. DeteCard: UK, 8795 488444.

On September 18th 1990, NCR turned the mainframe market upside down.



Have you ever wondered why mainframes need to run different operating systems from all the other computers in your enterprise?

The obvious answer is that it suits the mainframe manufacturer. Because it locks you into his system.

But obviously it doesn't suit customers. Imagine a world in which every computer. from the biggest to the smallest in your enterprise, could run the same programs - and under the same operating system - with total compatibility!

This new world now exists. On September 18th 1990. NCR launched its System 3000: a seven-level range of computers, all based on the same

industry-standard microprocessor.

Designed on standards so open, that you can run the same program on your PC as on NCR's massively parallel computer - without re-writing one bit of the code.

NCR's new COOPERATION software

connects these computers together so that the network itself becomes the compuser. With the more powerful machines placed strategically so that they can 'serve' the desktop machines with the data or services they need.

You now have something far more flexible, and far more responsive than a mainframe but for far less money. (The Intel* industrystandard microprocessors we use can match the power of proprietary systems at under a tenth of the cost. And NCR offers the four major

> standard operating systems DOS, OS/2, SCO* UNIX! and UNIX V.4.)

Finally, NCR's Open Networking Environment makes it possible to link up all your computers (including even existing main frames and minis) on an OSI base. Thus taking you into the future.

It's resolutionary, yes. But on a strictly evolutionary basis, so that all your current computer investments are protected.

NER

Open, Cooperative Computing. The Strategy For Managing Change

THE PROPERTY MARKET

How under-used assets can be exploited

By Vanessa Houlder Sept of the september o

ESTATE managers are the Cinderellas of the property industry, and are rarely involved in strategic decisions. For many companies; the result is that their property is less valuable and less suitable than it should be.

State of the Control of the Control

Accounting for Mifferent rule;

Section of Section 19 and

AN GOLDEN TO SENTENCE OF THE PARTY OF THE PA

An arrange said

Marine Marine Marine Marine

Secretary for the second of the

STELL THE STELL

State of State of the Party of the State of

Se mes the transfer

SAMPLES THE WAY TO SEE

Braitle cards &

creditworthy

Series Lander The Contract

Mary and the Grant State of

and grant any regress of \$ 17-45 W 100

can d produces broken

Market was the come

small and marke

ung to the consisting

alem the amaignment of the Berne of the many that the

#145 an 131 . Allend 27

Black to a sure of the

and a few services

See and the see year a see the

MANY IS ARREST TO THE

A STATE OF A STATE OF THE

Sala an estada

SECULAR STATE OF STATE

Better at the god at the

Secretaria de la companya del companya de la companya del companya de la companya del companya de la companya de la companya de la companya del companya de la companya del companya del companya de la companya de la companya del com

275 x 675 x 22

to the state of Table

ggenta a se se

net in a security.

للمشتقة مواليا المعاووي

Sent State of the Contract of

To 18 mm 3 18 M

Company of the Company

Maria Caranta

Burgarati San Baran

AT THE RESERVE OF THE PERSON O

Carried and Aff

مراجع المراجع المراجع

gage of the state of

A 44 St. 15 St. 15

iden bis geranten fattig

No the American depend serve or the or to

Pitte Committee on

S IN MILE THE TANK Sandia Bes Steamen The Marie State A MENT OF COMMENT

THE ALL SHADES OF THE SAME A 1989 Reading University study found that most compa-nies had only a basic under-standing of their property assets and how well they met Mary many many to the part of their needs. The report found that data about property was often inaccurate and inaccessible. Few companies knew the cost or contribution made by property. Fewer knew tha opportunity cost of property – the market rent for the space

they used.

Many companies have paid a
high price for this carelessness.

A mismatch between a com-Box Service Control of the Service Control of A minimum activities and pany's operating activities and its asset structure is one of the prime reasons most companies

prime reasons are vulnerable to takeover. "Time after time the benefits of takeovers are achieved through facility reorganisation and rationalisation; it is much

rarer. - and much more difficult - to achieve bottom-line benefits from factory floor activities," says Mr Brince Lloyd, head of the manage ment centre at the South Bank Polytechnic.

But even when a company is not threatened by takeover, it can lose out badly if its assets are under-used. Money tied up in property could perhaps be better employed elsewhere. A recent study by the London Businese School found that property accounted for an average of 30 per cent-40 per cent of a company's total assets.

In the same way, property occupancy costs are a prime component of total costs for many organisations, frequently second only to payroll in importance. For example, a secretary's salary can easily be exceeded by his or her accommodation costs in central London, when overheads are taken into account. Reductions in the except of the second overhead costs go straight through to the bottom line.

Overhauling a company's property assets is not easy,

TOTAL RETURN (%)

Retail Office Industrial All Properties Year to March 91 Quarter to March 91 -6.4 -11.1 -0.9 -3.0 -0.5 -0.6 0.0 -0.4

particularly in the trough of the cycle. The clash between the long-term extent of many property decisions and the cyclical nature of the property market can upset even the

best-laid plans. As London rents plummet, relocation plans (made when the costs of working in London were soaring) may look less relevant. The over-supply of buildings may narrow the scope for sub-latting surplus space. And companies are reluctant to sell surplus prop-

reluctant to sell surplus property while the property market is on its back.

Nonetheless, most companies should be able to make improvements. Suggestions made by St Quintin, chartered surveyor, at a recent seminar, include the following:

Developing a property management plan. This should start with a full property audit, covering occupational and

covering occupational and opportunity costs, known space requirements and extra or hidden values. When com-pared with the business plan, the company should be able to project space needs.

The company should then draw up its plans, highlighting those properties that are under-used and those that should be redeveloped or refurshould be redeveloped or resur-bished. It should set perfor-mance targets, with annual revenue savings targets, reduc-tions to backlog maintenance,

floor space and property dis-posals. It should also draw up a long-term maintenance pro-gramme. Even routine repairs way of introducing charges is, can waste money if they are

made under pressure.

• Segregating the roles of the occupier and property investor. This should bolster the posi-tion of the property manager, helping to cut occupational

At the very least, employees of the corporate estates department should be separated into landlord and tenant services. Large companies may be able to justify in-house tenant surveying services to protect the operating company's position as tenants.

as tenants.

Either wey, e company should have a formal division of its operational and investor needs to the lengths of having legally binding leases, often with independently judged rent

"Our experience snggests that informal memoranda are ineffective and insufficient to create a genuine segregation of create a genume segregation of landlord and tenant responsibilities." says Mr Howard Bibby, head of corporate property services at St Quintin.

Charging, Occupiers should be charged both for the true cost of the premises they occupy and for providing property management services. "It is wighful thinking to expect is wishful thinking to expect

that any businessman would

sensibly if it is provided free of charge," says Mr Bibby. Probably the most effective

like Barclays, to have a sepa-rate property holding com-

pany. (This can, incidentally, give a one-off tax advantage). Kingfisher was one of the pioneers of this approach in the early 1980s. The arm's-length relationship between the shops and the property investment side that was introduced when it set up its Chartwell Land subsidiary exposed the marginal profitability of some of its stores and led to a

drastic reduction in the num-ber of its retail properties. Retailers and other compa-nies with clearly defined profit centres, snch as pnbs, car repair outlets and banks may be particularly amenable to this treatment of their assets. But the pressure to improve property management applies right across industry and is especially acute at present in the public sector and the newly

privatised utilities.

An ewareness of the neglect and potential importance of property assets seems to be gathering momentum. But there is still a long way to go. "It is a matter of philosophy," says Mr Tim Ayre, investment director of Chartwell Land. "A iot of companies think that property is a necessary evil."

HIGH QUALITY

OFFICE



Sea-change for Barclays Bank

WITH a branch on most high streets, Barclays Bank is one of the country's most conspicuous landowners. But since this broad presence costs some £1.3bn, Barclays lays heavy emphasis on the efficient management of its assets, writes Vanessa Houlder.

With this goal in mind the bank set up Barclays Property Holdings (RPH) in January. "We wanted to put the management of the portfolio

wantes to put the management of the portrollo on a par with a property company," says Mr David Turner, managing director. The crux of this change for the property division is a shift from a cost centre to a profit centre. Now, the banks have to pay for every-thing from their rent to the cost of a feasibility study on a relocation. "There has been quite a sea-change since January 1," says Mr Turner. "They don't consider property to be just

For the past nine years, Barclays has charged its branches a notional rent. The switch to paying real rents has nevertheless concentrated minds even further.

Not surprisingly, the change was not instantly popular with BPH's clients. Mr Turner took several months discussing terms and fees with the regional directors, who initially had "fairly major reservetions". Mr Turner says that the overall reaction has been

very good.

BPH wants to develop Barclay's unwanted property, although at this stage of the cycle it has to be content with doing the groundwork. such as abtaining planning consents. While BPH will borrow from its parent to do the development, nbtaining property finance is no pushover. "We have to be a commercial developer," says Mr Turner.

TREVOR & SONS

POTENTIAL GOLF COURSE with

MAGNIFICENT CLUB HOUSE

Set in 160 acres of the most beautiful and panoramic parts of Essex and approached by an impressive tree-lined sweeping driveway. Further land available

The golf course is presently designed for 15 holes but could be made into a 36 hole course.

ADJACENT TO THE M25 - with easy access to all major road communications.

The new 9,000 sq ft Georgian style club house with lake is set overlooking: the whole of the course. Alternatively, would make one of the most impressive country homes

in Essex. Substantial price required, Write Box No: A1507 Financial Times, One Southwark Bridge, London SE1 9HL



OFFICE ACCOMMODATION IN LINCOLN

BUILD FOR THE FUTURE IN A SUPERB WORKING COMMUNICATIONS, HIGH QUALITY OFFICES AVAILABLE ON A DESIGN AND BUILD BASIS. * UNITS UP TO 30,000 SQ. FEET £54.00 PER SQ. FT. FREEHOLD

* LEASEHOLD TERMS TO BE DISCUSSED

BROGDENS 0522 - 531321

(ref DJY)

HEALEY & BAKER 071 629 9292 (ref DJM)

WARRINGTON CHESHIRE Blue Chip reases sought for 'Om of Town Offices'. To be constructed at an early date Excellent Northum location on a high class industrial estate with direct access on to the

McMontent (various) steads and a sign case incoming testes with according to the test. McMontent various of the test McMontent various country to Bo-Spoke to your sequirements. I will also consider a combination of smaller unit arrangements. Anticipated control from £10 per square foot seconding to rescribe the second various country. specification. Nearby 10000 sq ft new industrial unit with enclosed yard could also be available.

> R.J.B. INVESTMENTS 10 Llandennis Awaree, Cynonod, Cardiff CF2 GIG Tel @222/494619 Fax @222/497934

INTERNATIONAL PROPERTY

ROME **VIA NAZIONALE**

near the Bank of Italy TO LET

prestigious estate of 50,000 square feet with exceptional front windows overlooked by representative offices and showrooms. Ideal site for banks, financial institutes, multinational companies or boards.

Please write to: Studio Blei S.p.A. -Via degli Arcimboldi, 5 - 20123 MILAN - ITALY - Ref. 91/290



COSTA DEL SOL, MARBELLA AREA

Apartment in possibly the most beautifully designed complex on the coast. This outstanding apartment is in the clatinctive Round building which dominates the Mindores complex at Mine Costs. 2 bedrooms, 2 betracoms (1 on suite with jacuzzi), 2 large terraces, air conditioning, central heating, markle floors, testefully familihed. Facing see about 400 metres every. Price E175,000 furnished, including underground garage space and storeroom. Phone: London 071-437 3446

No.1PORT SOLENT PORTSMOUTH • HAMPSHIRE

25,000 sq.ft. (8,600 sq.ft. currently sub-let) PRESTIGIOUS HEADQUARTER

OFFICE BUILDING

WITH 144 CAR PARKING SPACES LEASE FOR SALE

VAIL WILLIAMS 0705 - 201414

BOND ST HOUSE

14 CLIFFORD ST LONDON W1

3,260 SQFT QUALITY OFFICE FLOOR WITH A PRESTIGE ENTRANCE PASSING RENTAL £42.00 P.S.F.



A small property company who are tired of the banks wish to dispose of their property portfolio.

SOUTH EAST OF ENGLAND

Good market value £20,000,000 (potential rent roll of £2,000,000) £14,500,000 for a quick sale.

Principale only need apply.
Write Box No. A1508 Financial Times, One Southwark Bridge, London SE1 9HL

INTERESTING PRIVATE SMALL INVESTMENT OPPORTUNITY Property £350,000.

Write to Box A392, Financial Times, One Southwark Bridge, London SEI 9HL.

INTERNATIONAL PROPERTY

NEW YORK CITY OFFICE BUILDING INVESTORS

A number of extraordinary NYC office building opportunities in the 100,000-300,000 sq. ft. range are beginning to appear at 20-50% off price levels of one to three years ago. We believe it is now an excellent time to enter the market on the buy side either as an active investor or as a passive investor with an experienced local operating partner.

Eastern Consolidated Properties, Inc. is an investment brokerage firm that specializes to originating such transactions. The highest quality professional references can be made available. We can also, at your option, provide top-flight leasing, management and construction capability through a joint venture with an affiliate that presently owns and manages over 3,000,000 sq. ft. of Manhattam office space with less than a 5% vacancy rate and a long, successful track record.

Principals only should contact: Mr. Peter Hauspurg, President Eastern Consolidated Properties, Inc. 1180 Avenue of the Americas, New York, NY 10036 (212) 764-8900 FAX (212) 764-9159

ITALY VENEZIA LIDO

For sale Modern and Exclusive Villa overlooking

Tel: 0044/532/210216 Fax: 0044/532/201194

the sea.

GREECE For sale in centre ancient Olympia 96 rm 200 bed modern hotel fully

operational. Apply Mrs Helen Seferfis, Telex 372170 DENT GR Tel Eve hrs 30 i 8077866

CALIFORNIA FARMLAND

Offering returns of up to 6% plus appreciation, Parcels from 200 to 4,000 acres starting at \$100,000. We are foreign investment specialists with 15 years experience. Meet us in London May 22-25 or in Parks June 8-12. MRIF LANDS REAL ESTATE 408 825 2528-Fex 408 659 4226 (US

South Wales. David Peters & Co 70 Station Road, Upminster Essex Tel: 04022 50306

FREEHOLD

10%. Sole Agents Michael Berman & Co. 1230 High Road, Whotatone, London N20 OLH. Tel: 081 446 6505.

SHORT/

Furnished offices in WI Available now. Tcl. 071-734 7282.

ACCOMMODATION 10,000 35,000 7 2 1 Sq Ft ш FOR FURTHER INFORMATION CONTACT IONES LANG WOOTON 071 248 6040 WEATHERALL GREEN & SMITH • FOR SALE

DAVENTRY NORTHAMPTON

120,000 SQ FT PRESTIGE OFFICE AND INDUSTRIAL/WAREHOUSE PROPERTY On 10 acre site. Close to M1 (Junction 18 & Junction 16) the M40 and

A45. Contact Carl Durrant or Simon Lloyd

Chesterton

BURNLEY TOWN CENTRE

FREEHOLD

DEVELOPMENT SITE

% ACRE

Commercial leisure Retail

Potential:- Close to market square and all major outlets

Por further details

A. ANTHONY ASSOCIATES

Tel: 051 526 4008 Fax: 051 526 1673

MAYFAIR

Offices To Let

Only £20 per sq ft. 350-7,700 sq ft

MELLERSH & HARDING 071-499 0866

EDMONTON

N18

Economical industriel/

storage accomodation,

Tel: 071-499 1001 Ref: SBS.

PICCADILLY

12,225 sq ft

Full spec offices on

single floor.

RENT FREE until Jan 92.

071 938 2341

W1 BRIGHT

OFFICES

1710 SO FT (Divisible)

07I 629 6604 REF: SMF,

Approx £26 PSF

7,400 sq ft, for sale.

021 200 3111

KNIGHTSBRIDGE 3,400 sq ft Superb s/c office bldg inc. Luxury Flat. New Lease. 071 938 2341

> ALVINGTON. NR CHEPSTOW

Hotel Development Site For Sale 8+ Acres In Attractive Setting Suitable for other uses Subject to planning. Contact C.N. Bick 071-251 4254

FOR SALE

Modern High Yielding Industrial Investments.

Investment for sale, London City locating, 7530 sq. ft. Income £135,000 pax. Yield

LONG TERM

On the instructions of the Joint Administr

LOWNDES QUEENSWAY GROUP LIMITED PRIME FURNITURE STORES FOR SALE AS GOING CONCERNS OR WITH VACANT POSSESSION CARDEFF' WATLING STREET 31,300 mg ft EDINBURCH SALAMANDER STREET 29,650 eq ft LEASGHOLD 21,500 mg ft PREEHOLD * EDINETIC CH GLASGOW DARNLEY TEAM VALLEY 30,100 mg ft LEASPHOLD 25,000 sq & PRESHOLD = 21,750 eq fi LEASEHOLD LEEDS
AIRESIDE CENTRE
30,300 eq 8
LEASEHOLD HARLOW HOUNSLOW 34,500 =q ft PRHEEIOLD = NEWFORT (GWENT ABSGLAS RETAIL PA 36,600 mg ft PREBHOLD " 40,500 mg ft LONG LEASEHOLD* BAYLEIGH STADIUM WAY 23,350 sq R LEASEHOLD * ORPINGTON EVENDAKS WAY 35,300 eq ft SWINDON
MANNINGTON
ROUNDABOUT
30,500 =q ft
LEASPHOLD 40,500 eq ft. LEASEHOLD 39,250 sq ft LONG LEASEHOLD UDDINGSTON WEMBLEY WEST DRAYTON HIGH ROAD OLYMPIC ESTATE 39,500 sq ft LEASEHOLD 24,300 aq ft. LEASEHOUD

AVAILABLE AS A CROUP OR INDIVIDUALLY PIRL, DETAILS, EVOLUDING TURNOVER PICURES, AVAILABLE ON REQUEST. RETAILERS OR AGENTS WITH NAMED CLIENTS APPLY TO M R CROSTHWAITE

QUARMBY HOUSE 54 BANK STREET SHEFFIELD S1 2DS 0742 750945

EUROLINK COMMERCIAL CENTRE BONHAM DRIVE · SITTINGBOURNE · KENT

> UNBEATABLE VALUE FROM ONLY £2.00 PER SQ FOOT

FOUR BRAND NEW WAREHOUSE/INDUSTRIAL UNITS TO LET OR FOR SALE FREEHOLD UNITS FROM 3,666 SQ.FT. - 18,500 SQ.FT.

> For further information or appointment to view please contact the joint sole agents.



0795 427155

OFFICE PROPERTY

The FT proposes to publish this survey on June 14th 1991.

It will be of special interest to the 87% of European Chief Executives, Chairman, Presidents, Managing Directors or Board Directors whose main responsibility is premises/property management who are all regular FT readers. If you wish to reach this important audience, call Peter Shield on 071-873 3284 or fax on 071-873 3064.

is the new monthly magazine for Europe's real estate professional. To get your introductory copy send this form to: EuroProperty Publishing, 45 Curiew St, London SEI 2ND, UK

COMPANY	
Aposess	
Post/Zir Cope	

MANAGEMENT

hen Matsushita Electric (UK), the Cardiff-based and Japanese-owned consumer electronics group, decided to incorporate invar mask technology in its television sets, it turned not to one

of its suppliers in Japan, but to a major UK parts supplier. Using an Invar mask makes it possible to receive much more vivid pictures than are seen on conventional television sets, hut the technology has not been used much in domes-tic sets because of the high costs involved.

The company Matsushita approached was Philips Com-ponents, the UK subsidiary of the Dutch consumer electronics company.

"When we asked Philips if they could develop Invar mask technology for use in domestic TV sets, we found that they had already been working on it and had been looking for a partner to bring it to its final stage of commercialisation," says Tadahiko Awaya, design director in the Europe Televi-sion Division of Matsoshita Electric UK.

As a result. Matsusbita requested soma technical changes to a prototype Philips had developed, but it imposed a tight deadline for completion. Philips had just six mooths to provide a selection of sample products and to test them for reliability. Close co-operation hetween the two companies enabled the time frame to be

achieved. The way in which Matsushita and Philips worked together on Invar mask is a prime example of the kind of collaborative relationship that Matsushita, and a growing number of other Japaoese manufacturera, are increas-ingly developing with local European Community suppli-

ers.
Japanese manufacturers in the UK have been criticised for setting up "screwdriver" plants for essentially political reasons - as a way of getting round EC barriers to Japanese market entry - hut their need to strengthen their relationships with local suppliers is much more than that

The more compelling incentive is the need to maintain a competitive edge in product

innovation and in price. "In order to remain competitive we need to respond efficieotly to the specific oeeds of the European market," says Awaya. "And in order to do that the capacity to design and develop products has to be located as close to the market Corporate relationships

Putting collaboration into sharper focus

Michiyo Nakamoto explains how Matsushita exhorts the suppliers to its Welsh TV plant to achieve high quality



Tadahiko Awaya (left) and Steva Davies: in order to remain competitive Matsushita must design and develop products as close to the market as possible

"Standard products that go into a TV set can be made anywhere. Bot in areas like integrated circuits where there are such major differences between Europe and Japan, we need to make them here, Awaya points out.

The other incentive for bringing prodoct development and design closer to the market is the need to be price com-petitive. "Seventy per cent of the average TV cost is the cost of the raw material, so you have to get it right," says Terry Davis, Matsushits's purchasing director.

"Purchasing for profit," as Matsushita puts it, means both sourcing components as costeffectively as possible and constantly reviewing where production costs can be reduced. This is where collaboration with local suppliers can make the difference. For example, this concept applies even to the expanded polystyreoe used for packaging — a very good opportunity for cost cutting.

Davies says.
"We gave the packaging we

had been using to a local sup-plier and asked them to design something more cost effective. They came back with an improved product that cost

"Now we are looking at the packaging further to see if we should be approaching it with an altogether different design concept."

Generally, this kind of col-laboration begins with Matsushita approaching a supplier, or vice versa, with an idea on how to improve performance or raise product quality.

If the idea sounds feasible to

both sides, the supplier will bring in a sample and Matsush-ita will make comments or specific requests. At this point the supplier will have a clearer idea of what can and cannot be done and Matsushita will be able to weigh the benefits of proceeding.

After the decision to go ahead is made, the next step is

to assess the product's reliabil-ity. "There are hundreds and hundreds of tests of quality and so on that have to be

not only if there is a problem.
At least one UK supplier has made huge changes in terms of cleanliness, order and image after one such visit from Matsushita.

Representatives from Philips

Components, which has a joint quality improvement programme with Matsushita, makes an annual pilgrimage to Japan, besides visiting Matsus-

apan, besides visiting Matsus-hita's Cardiff plant regularly.
"These visits help to unravel a whole morass of problems," says Davies. "We make it abun-dantly clear to our suppliers that we are available to deal with any prohlems," says Davies. "We are very loyal to them and they are very loyal to us."

He claims that a visit by Matsushita can explain to a supplier why they are getting rejects sent back by pointing out what is causing the prod-

uct to be rejected.

This intensely close contact provides Matsushita with a etter understanding of its suppliers as well as an opportunity to learn from their suppliers

technological developments.
"Companies like Matsushita
expect a total commitment from their suppliers," says Stuart Longley, director of Philips Components' display components division. Philips has therefore instigated an intensive training programme to ensure that staff have been "thoroughly educated into thinking that quality really matters," says Longley.

"Ten years ago if we delivered a thousand tubes to a customer, nobody would be particularly surprised if 100 failed to meet all the requirements. components division. Philips

meet all the requirements. Today we're failing when just a few don't. Every product which leaves our factories must be perfect," says Longley. Awaya claims that "after

nassed and dozens of improve

ments that have to be made in

the process," Awaya says.

Matsushita Is looking for

greater collaboration with local

suppliers in high technology

areas like customised chips

where innovation is crucial in

maintaining a competitive edge. "Unless we use European technology," Awaya ampha-sises, "we cannot keep up." The company is also working

closely with its suppliers to persuade them to accept Mat-sushita's standards of quality.

Awaya says, Ha explains that the Japanese view that prod-ucts must be 100 per cent free

of defects when they reach the market is in stark contrast to

the attitude in Europe where

defective products are taken

To this end, discussions are

held regularly on an informal basis through visits by Matsus-

hita staff to suppliers and vice versa. Matsushita staff, for

instance, from the purchasing division or quality control, are encouraged to make routine

visits to their suppliers - and

for granted.

years of working together, our suppliers now understand us completely".

The basis for such under-

standing takes considerable time to develop. The suppliers with which Matsushita has a collaborative relationship have generally been with Matsush-ita since it set up its plant in tha Pentwyn Industrial Estate

in Cardiff 17 years ago.
"There is a constant to-ing and fro-ing in the collaboration process," says Davies. To this end, Davies hopes to re-introduce seminars to help suppli-ers obtain a better idea of what s expected of them and or how they can be helped with any problems they may have. "It's a way of saying to our auppliers, this is Matsushita, this is where we are going, do you have a place in our plans?"

Victorian values and control of the shop-floor

Geoffrey Owen compares UK and US industrial performance

looms, became painfully obvi-

ons in the inter-war period, when the UK's traditional

markets were contracting. Modernisation was held back by the power of the British

unions to protect their posi-tions of craft control, notably by determining piece-rates and the number of machines per

Britain's failure "to take the organisation of work off the shop-floor", as Lazonick puts it, was even

more serious in the newer

industries such as motor

vehicles and electrical equip-

the US developed a new form of managerial capitalism, involving the creation of man-agement hierarchies to plan

and co-ordinate complex, mul-

ti-plant corporations. This was associated with the de-skilling

of many shop-floor activities, the application of Frederick W Taylor's "scientific manage-

ment" to the organisation of work and a vigorous attack on

trade unions.

At the same time there was a marked increase in the

employment of salaried spe-

cialists — engineers, accountants, lawyers, supervisors — drawn from the rapidly expanding network of colleges

and universities. All these

changes contributed to spec-tacular productivity gains in the period from 1919 to 1929,

when the US consolidated its position as the world's leading mass producer.

Between the 1890s and 1930s

Pritain's relatively poor economic performance since 1945 is sometimes and their lack of attachment to a particular firm or locality, the minders in the textile mills of Naw England never economic performance since 1945 is sometimes attributed to the country's early start in the industrial revolution; institutions and their Lancashire counterparts; American management retained complete control over work organisation. attitudes which were appropriactitudes which were appropri-ate for the Victorian age were allowed to persist for too long. In an interesting version of this thesis, William Lazonick, There were also differences on the demand side. While British mills supplied highly-

an American economic histo-rian, argues that by conceding control over the shop-floor to skilled craftsmen Victorian entrepreneurs left a legacy finished but lower-quality cloth to poor countries in Asia and Latin America, the which made it hard for their successors to compete with the US in the early 20th century. Americans catered for a high-lncome domestic market, which called for better-quality cloth produced in volume. The US lead in introducing The Americans, eager to modern machinery, such as ring spindles and automatic

The Americans, eager to exploit mass-production methods, transferred skills and responsibility from shop-floor to management. But this approach, too, has become a handicap in the new era of affectively mass production. "flexible mass production", ploneered by the Japanese, in which high levels of skill, responsibility and commit-ment on the part of shop-floor employees are essential. Thus both the British and the Americans, Lazonick argues, need to break with their past.

need to break with their past.
In the emerging cotton industry of the late 18th century, the chief male spinner, first at his home and then in the factory, was paid by the piece and was responsible for hiring, supervising and paying his assistants, sometimes manhage of his familie.

members of his family.

With the introduction of the self-acting mule in 1830 and the move to large-scale factory production, this sub-contract system was left in place; the chief spinners, or minders, kept their control over shopfloor organisation - a control which paved the way for the creation of strong craft

British capitalists in this industry. says Lazonick, invested in factory buildings and machine technologies but "neglected to invest in managerial structures that could have exercised control over workers' access to skills and the amount of effort they supplied". That control was left in the hands of shop-floor work-ers and as a result the capitalers and as a result the capitar-ists "gave up the power to manage the shop-floor division of labour". Partly because of the greater

1930s led to the revival of trade unions in a different form, based on industries rather than craft skills. They secured more stable employacquired the same authority as ment and higher wages for their members. But the social gulf between management and shop-floor remained. As competition in the man-

production industries has shifted towards quality and flexibility, discipline on the production line is now no lon. production line is now no longer enough. The manufacturer needs shop floor workers with a range of skills and the willingness to take responsibility.

This is where the Japanese have scored. Their problem in the post-war period was to transform unskilled workers into skilled workers and then to retain them by integrating

to retain them by integrating

them into the organisation.

The Japanase foreman became, not merely an enforcer on the US pattern, but a developer of the skills of his subordinates. "In contrast to the American practice of applying the terms unskilled, semi-skilled and skilled to different types of jobs to be filled by different types of worker, the Japanese have used these terms to apply to the stages through which a particular

through which a particular male worker passes in the first ten years of employment."

Lazonick perhaps puts more weight than his facts justify on the persistence of craft control as a factor in British industrial decline. But he is expelly right to extress the surely right to stress the importance of institutional rigidities and to describe the Japanese approach to shop-floor organisation, not as a unique cultural phenomenon, but as a rational response to technological and market chal-

lenges. The British and Americans now have to meet the Japanese: challenge, They will only do so if they are prepared to reappraise traditional atti-tudes and institutions which stand in the way of long-term organisational commitment. Competitive advantage on the shop-floor, by William Lazonick, Harvard University Press, 419 pages, £29.95.

Sir Geoffrey Owen is on the staff of the Centre for Economic Performance at the London School of Economics.

Doing anything interesting at the weekend?

The week's business behind us, we cast an expert eye on personal finances.

With the FT's customary clarity and depth of analysis our "Finance and the Family" pages inform and advise.

We talk with the successful and those on the way up with people who are making it in small private businesses.

And having made it - "How to spend it!" We're never short of ideas on that. Lucia van de Post has an eye for design, in everything from fashion to furniture, Jancis Robinson and Edmund Penning-Rowsell a keen nose for good wine (at keen prices) and Philippa Davenport a deft hand at things culinary.

We pick out a good book or three, take in a new exhibition or two and keep a watchful eye on the sale rooms. What's happening in antiques, the fine arts, even classic cars. It's the stuff of collectors, investors and dreamers (why not).

House hunters can dream too. A cottage in Kew? A castle in Cumbria? A chalet in Chamonix? They find in our pages some of the best advice and properties on the market.

However you spend your weekend - out in the garden or out at a match, planning a holiday or just a quiet evening in front of the box, you'll find Weekend FT is doing much the same.

Pick up a copy this Saturday.

Weekend FT

BUSINESSES FOR SALE

Timber Importers and Merchants Yorkshire and Humberside

The business and assets of the Ellis and Booth Group of companies are offered for sale as a going concern. The group operates as importers, manufacturers and wholesalers of timber and affect products from three sites in Huddersheld

Hull and Leeds. Principal features comprise: ■ Annual turnover in excess of £10 million

Freehold depot site of 3.75 acres located in Hull.

LS1 4DW. Tel: 0532 313000. Fax: 0532 31S183.

Leasehold main depot site of 4.5 acres located in Huddersfield Well-established customer base along M62 corridor.

Extensive timber stocks and well-equipped sawmill. Skilled workforce of around 75 employees. . .

KPMG Peat Marwick McLintock, 1 The Embankment, Neville Street, Leed

KPMG Peat Marwick Corporate Recovery

FOR SALE Established international sector for sale. Turnover £300,000. Offers in the region of £500,000 to include forward bookings/spin offs. Principals only. Write to Box H8602, Financial

TECHNICAL JOURNAL

Times, One Southwark Bridge London SE1 9HL

Blue Ridge Care Limited.

The Administrative Receivers offer for sale the business and assets of Blue Ridge Care

Own label and branded disposable nappy

Significant branded range TenderCare'

Supplier to well known multiples

5 PCMC machines

Located in Consett, Co.: Durham All enquines to Roger M. Griffiths, Joint

Administrative Receiver, Ernst & Young, Central Exchange Buildings, 93A Grey Street, Newcastle upon Tyne NE1 6E). Telephone: (091) 221 1222. Fax: (091) 261 2916.

and Wales to carry on investment business

THE SECURITIES AND FUTURES AUTHORITY

price £25,000. Correctly making small loss. City based with ten staff. overheads. Would suit overheas bank who wish to move into the London Corporate France and Stockhroking markets. social Times, One Southwark Bridge, London SE1 9HI

BUSINESS SYSTEMS

and assets of this company, Matchcopy Limited (formerly Pitt Business Systems Limited), a long established business equipment

Turnover 1990/91 exceeded £700,000 per : For further information contact Rupert Mullins.

R G Mullins & P R Sykes **BDO Binder Hamlyn** Narrow Quay House Bristol BS1 4PO Tel: 0272-279936

Chartered Accountants

SALES AND INSTALLATION OF BUSINESS COMMUNICATIONS SYSTEMS Established business with sales of £1.5m. Owned by working directors seeking growth by merger, acquisition or sale with continued involvement. Head office location. Thames Valley.

FOR SALE

Please write Box H8577, Financial Times, One Southwark Bridge, London SEI 9HL

Widely based steel & aluminium fabricating Company. North Oxfordshire. Close to M40. T/o 2m+.

Please write Box H8601, Financial Times, One Southwark Bridge, LONDON, SE1 9H1

of drawings

ne of the most remarkable art historical finds of the last decade must be the cache of drawings from the workshop of the Roman gold-smiths, Andrea, Luigi and Gluseppe Valadier. The L200 or so drawings ware discovered in the cache of the drawings were discovered in boxes in e private collection in boxes in e private collection in Germany three years ago by art dealers Artemis. Some 144 highly finished presentation drawings were found mounted in an album, another 100 more were loose. The rest are working drawings representing all three generations, varying from the scrappiest doodle to developed designs. With them came a detailed inventory listing the contents of the 14 Valadier workrooms in 1810.

dier workrooms in 1810.

The material is invaluable.
Luigi Valadier was by far the most important Italian goldsmith of the 18th century. This holding, complementing another Valadier album in Facuza and a group of drawings in the Cooper-Hewitt in New York, constitutes the only extensive archive of drawings by any family of 18th century

by any family of 18th century goldsmiths.

Its future as a study collection, however, seems doomed. Artemis, unable to find e buyer for the whole cache, is disposing of it piecemeal. Some 106 drawings are currently on display throughout three floors of its labyrinthine London premises (15 Duke Street, SW1, until June 12), along with a small loan group of Valadier pieces that survived the melting pot. It is a fascinating show.

Drawings for most of the major Valadier projects are represented. A sheet of the 1740s records Andrea's great gilt bronze gates for the Baptistery of the Patriarcale Church

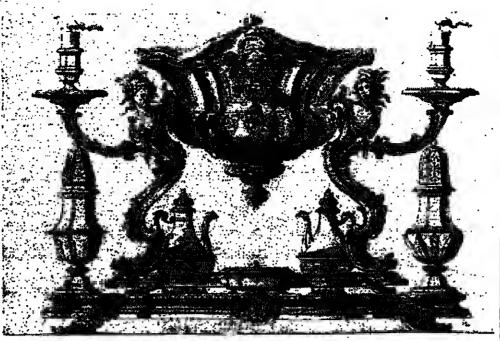
was reckoned equivalent to \$7,650 in 1844.
Those who know the cathedral at Monreale will he intrigued by Luigi's design for the high altar which included a six-metre high altar canopy that, had it been built, would have soared heavenwards and merged with the celebrated mosaics. The massive altar is still to situ as are the six si. still in situ, as are the six silver saints that were conceived to line it. The chalk, pen and ink, and wash cartoons for these venerable figures line the

these venerable figures line the lower gallery.

Luigi's most important secular commission was the service commissioned by Prince Marcantonio Borghese: hy now restrained Baroque has ceded to neo-Classicism. It was the grandeet of 18th century Italian services, and the rediscovered working drawings both suggest its evolution and allow it to be reassembled, on paper at least. None of the pieces were thought to survive, but three items have recently been identified, including the splendid pair of sauce boats on loan from the Al-Tajir collection that are witness to Luigi's inventiveness, with four muscular satyrs heaving and straining to raise the circular straining to raise the circular

A number of hands have begun to be isolated among the workshop draughtsmen. Luigi seems to be responsible for the most vigorous and vital design sketches on show, not least the exuberant woodcutter inkstand and wall sconce.

Most polished and decorative are the highly finished presen-



Design for a table centre attributed to the workshop of the Roman goldsmith Andrea Valadier, 1730-35

tation drewings for the tureens, dishes and cruets for the Borghese service. We find female figures in classical drapery supporting bottles of oil and vinegar, their contents tinted huff and pink. Elsewhere colour-washed bottles sit in wine coolers, the sponge of a papal inkstand is distinctly purple and e rich frame is coloured hine to snggest lapis laxuli.

lapis lazuli.

The combination of a rich variety of materials is a Roman—and a Valadier—speciality, as the drawings and the loans hear witness. Silver and gilt bronze, for instance, are married in the sanctuary lamps that were commissioned from Luigi by the 8th Lord Arundel for his new chapel et Wardour Castle. Rock crystal, silver gilt, marble and various alabasters contribute to the temple table centre enclosing dancing fauns and nymphs.

The most teasing attribution to the Valadier workshop, however, is the large bronze anatomical model of a flayed horse that is one of four versions of the famous Matter Horse. This workshop here that a present the second

the famous Mattei Horse. This splendid prancing heast has been given to e variety of sources, including the workshop of Ciambologna. Here, with the support of the 1810 inventory, it is claimed as one of the masterpieces of Luigi Valadier's workshop.

Despite his successes, and papal favour, Luigi wes plagued by financial problems and ended his own life in the Tiber in 1785. Gluseppe, far more famous as an architect, sold the workshop in 1817 to his hrother-in-law Giuseppe Spagna, whose family was to continue business in the via del Babuino until 1882. del Babuino until 1882.

The London goldsmiths Gar-rard & Co can also make a

unique claim to document its imeage back to 1722, when its founder Georges Wickes regis-tered his mark at Goldsmiths' Hall, but here the documenta-tion takes the form of e series of ledgers that were rescued hy the V&A when the firm moved premises in 1952. This summer, the company celebrates its Wickes-Wakelin-Garrard beri-Wickes-Wakelin-Garrard beritage with a sumptuous loan exhibition (112 Regent Street, W1, until June 8). Highlights include the Pelham Gold Cup, the gold centrepiece — both designed by William Kent — made for Frederick, Prince of Wales (Wlckes), "quilted" rococo silver tureens (Wakelin) and e rare 18ct gold teapot of 1867-68 (Rohert Garrard). Sportsmen will appreciate the Sportsmen will appreciate the 19th century trophies that were Garrard's stock in trade, including the America's Cup.

Susan Moore

The Philanthropist

The trouble with contemporary plays, even those slightly ahead of their time, is that shead of their time, is that they tend to date very quickly. Seen at the Royal Court Just over 20 years ago, Christopher Hampton's The Philanthropist seemed fresh and full of rather daring ideas, like the assassination of the prime minister and half the cahinet. Since then, there have been two attempts to eliminate the cahinet that have come perilously net that have come perilously close to success. The play no longer touches new frontiers.

There is a myth thet in the 1960s everything was somehow faster, livelier and more careraster, livelier and more care-free. See The Philanthropist now, and you may find parts of it painfully slow and static. You may also think thet there is almost nothing to said for the character Braham, the financially soccessful writer who shows off at the dinner party in the first act, then dis-appears from the play. It may appears from the play. It may have been satirical once for e man to boast that he has given up his left wing conscience for money: Braham now is dull

money: Branam now is dult and implausible.
You may have grown a little tired, too, of jokes about philology and it may cross the mind that bere is a typical English play thet was thought clever when it was written, still has its moments, yet is distinctly low on substance. You may note further that almost every set of jokes is followed by a period of tedium.

period of tedium.

Which is not to say that the new production should be avoided. If you have never seen The Philanthropist before, you will certainly be pleasingly surprised by the eod of the first scene where hlood and brains spurt all over the Picasso, and admire the way the very end of the piece comes beck to the beginning, this time without bloodshed.

There is also Edward Fox

time without bloodshed.

There is also Edward Fox who plays the philology don, Philip. True, he plays him much like he plays any other part, but he has a very distinctive style. He is, I think, a hit too prematurely senile in the physical sense, yet he catches the ultra-literal mind of the don very well, and all the don very well, and all the familiar gestures are there. His Edward Fox

hest hlt of business is overpouring the corn flakes. Some people will enjoy the production for Fox's performance

The other don is simply called Don, rather as the char-acter in the play by the student who shoots himself at the heginning is simply called Man. That perhaps explains why he is not very interesting: generics will do. Incidentally, a joke about whether "Man" is spelled with one "n" or two as in Thomas failed to go down

with the first night audience.

Much of the blame for the slowness should go not to Hampton, but to Kenneth lves's direction. It is surely not necessary to have long monologues delivered almost with-

out movement.

The whole production could be speeded up. It is still funny in parts, but old hands should not expect to relive that first, fine careless rapture despite the liberal sprinkling of Mozart, Albinoni *et al*.

Malcolm Rutherford



Pavane

SADLER'S WELLS

There is an appailing arrogance about the managements of theatres and ballet companies who believe that the public may be assaulted with impunity, Subjected to the horrendo blast of pop-trash, at sound levels that are painful, audiences sit, eardrums ringing, and voice no protest, nor leave the theatre, when they should be demanding both an end to the racket and a sense of responsibility from the theatre. But as with motor way food and airport delays and inadequate hotel service, we meekly submit, when we should be throwing rocks verbal and actual - at the

5 . - 5 (A. K.Z

Torment by noise it not unusual at the Wells - there was a Yngoslav gang of deafeners that accompanied Michael Clark - and this was when Birmingham Royal Ballet gave the first performance of William Tackett's Licence my roving hands. An accompaniment is provided by something called the Jimi Hendrix Experience. This is not, I would have thought, an experience to be tunk-music of the most abrasive kind, amplified to

There is no justification for such brutalism, and little enough for the ballet itself, even as an example of "You Culcher". Lent a spurious integrity by a quotation from Donne's "To his Mistris going to bed", it amounts to a brief series of disco incidents.

danced with a lot of energy and absolutely no croticism by a handful of BRB artists. Candida Cook has provided

Candida Cook has provided the correctly trumpery clothes — the girls in vulgar mini-skirts and punk wigs; the boys in black skin-hugging outfits and boots — and, inescapably, it is played out amid clouds of dry ice and intermittent bursts of red light. As denoted the looks. light. As dance it looks purposeless; as social comment it does not exist. In his *Rite Elektrik* for London Contemporary Dance seven years ago, Tom Jobe made a pertinent and convincing study on just this theme, which Tuckett nowhere rivals.

I would advice prospective viewers to take ear-plugs. Better still, since the piece lurks like a mugger at the end of the evening, make for the exit and save your hearing. To boycott the programme would be to miss the happy return of MacMillan's Pavane pas de deux, which looked eloquent in performance by Marion Tait and Mark Silver. Both artists understand the duet's sense of love serene and fulfilled, and Tait's grace of movement, Silver's elegance, costumes by Deborah

This final bill of the BRB season also brought an ebullient but under-polished account of Les Rendezvous, and the Grand pas from Paquita with Miyako Yoshida in sparkling form. Musical ards under Philip Ellis

Clement Crisp

The Sleeping Beauty

The best thing about New York City Ballet's new Sleeping Beauty is the dancing, and that is as it should be. Many other features are fine. Indeed, though New York City Ballet is new to this ballet, the staging to come all expert the best in

is, over all, surely the best in the world today.

The staging is by NYCB's artistic director, Peter Martins, and it shows elaborate preparation and care on his part. Ha
has placed the ballet in 17thand 18th-century Franca,
where it belongs; he has preserved a core of original choreography by Marius Petipa; he has drawn from both tha Soviet and British traditions in the hallet and he has also recreated features of the 1890 original that I never expected to see onstage - as when the Lilac Fairy appears in Act I from a fountain. His is an astonishingly quick staging. (At the Kirov, *Beauty* has three intervals and lasts four hours. Here it has one interval and lasts two hours and 40 minutes.) Its chief fault at present s that it seems breathles its lightness makes it, at first, seem insubstantial.

It acquires substance accord-ing to how much it draws from the Chaikovsky score. When Kyra Nichols dances Princess Aurora, moment upon moment beams forth, even at top speed, with high-definition hrilliance. The foremost classical dancer in the world today, she has grandeur, tranquillity and address. She has time for everything (the hallmark of a true ballerina) and she makes life itself seem larger, more radiant.

In other performances (I saw

also the Auroras of Judith Fngate and Valentina Kozlova), the ballet shrank in scale. The chief fault for this doesn't lie with the dancers. Even Nichols could have done with more help from her conductor and from the way the ductor and from the way the steps have heen set to the score. No bellet company in score. No ballet company in history has a more distinguished record of musical achievement than New York City Ballet, which George Balanchine founded in 1948 and which he directed until just before his death in 1963. Today, however, NYCB is bedevilled by worse orchestral playing than even Covent Garden has ever known, and by conducting ever known, and by conducting that seldom rises above routine efficiency and often sinks beneath it. And there are signs that its junior - i.e. post-Balanchine - dancers are not being guided to draw contrast, scale and definition from their music. Is Nichols'e Aurora the exemplum which rising genera-tions will emulate? Or is she one of the last guardiens of e feding tradition? Watching this Beauty, it was easy to see how lt could improve wban lt is revived in later seasons. Listening, it was easy to tell how it could deteriorate.

At a time when new stagings of 19th-century ballets usually drag them into centuries and locations their creators never intended, the combined tradi-tionalism and freshness of satisfying. Its most ohvious "concept" is the work of designer David Mitchell, who has projected e series of to-andfro journey pictures onto e frontcloth during the overture

and the beginnings and ends of Acts One and Two. Thus e viewer is first taken, cinematically, in stages up an avenue to the castle, like an arriving guest; and later, after the Lilac Fairy has summoned up greenery to shrond the castle for a century a viewer is drawn. century, a viewar is drawn away, seeing the castle and all its park submerged by forest, like some horticultural Pompeii. Smart thinking, but not quite persuasively executed, and not really true to the music. Mitchell's costumes and sets are otherwise a handsome support to the stage action, sometimes too virulent in colour but always perfectly allow-ing classical dance to bloom. Martins has made several

cuts. In consequence, this stagabundance that should make Beauty poetically touching. Of all the old ballets, Beauty the true cornucopia. But Martins hardly ever fails - as Soviet stagings do - to keep its storyline lively. The Sleeping Beauty, a ballet

about the continuance of classical tradition, is his most important and successful production to date. It is not the Balanchine Beauty we might once have hoped for. But the radiant, quick vitality of its dancing could only belong to Balanchine's New World classicism. Martins has only added only one overtly American detail: instead of the rats or gargoyles that usually accompany Carabosse, this version hes massive, horrid cock-roaches. Ah, New York!

La Clemenza di Tito

OPERA DE LAUSANNE

This was Cluck's treatment of tha Matastasio libretto, long since superseded by Mozart's. But judging by this splendid performance at the Théâtre Municipal in Lausanne, the earlier version is worth reviving. Cluck's La Clemenza di Tito, written for Naples nearly 40 years before Mozart's, won him tha reputation of il divino Boemo. Its neglect prohably stems more from what we know about Clnck's later development than from any inherent weakness in the

On its own terms as an opera seria, it is well-scaled, often beautiful, occasionally moving, with a distinct foretaste of the dramatic inspiration Glock was to find in later years. It demands a high degree of vocal virtuosity and a clearly-defined visual etyle, which the Leu-sanne production supplied in ample proportion. But it also requires a conductor who can allow the music to breathe tacket Jean-Claude Malgoire has shown little sign of this quality in the past, and this performance with the Lauoffered no counter-evideoce. Alastair Macaulay Malgoire hludgeons the music.

From the opening bars, dynamics were maintained at a constant mezzo forte, with monoto-

nously driven tempos and graceless, inflexible phrasing.
But eveo Malgoire could not smother the gliding figure on divided strings in Tito's first aria, which is suffused with sublime feeling. Nor could he suppress the range of emotion encompessed in Vitellia's betrayal aria or in Sesto's great scena in the final ect - two clear examples of dramma in musica which find Cluck tred, gentle-voiced

responding to the growing emotional entanglement of his characters. The Lausanne production enjoyed exemplary interpreters in each of these roles. Howard Crook's soft-ceneuggested that Gluck's emperor is a good deal more sympathetic and credibly human than Mozart's. Danielle Borst hrought beanty, sinew and regal bearing to Vitellia; sbe also sang with classical passion, seizing on the meaning of the words. Audrey Micbless brilliactly, but needs to bring more masculine character to the part. There were first-rate supporting perfor-mances from Elisabeth Baudry

as Servilia and from Nicolas Riveng, whose Public resem-bled a bemused, imperturbable retainer. The only weak cast-ing wes the counter-tenor Dominique Visee as Annio, looking and sounding like an ugly duckling.

The staging was by Martin Schlympf, a former Ponnelle assistant who has put his experience to good use. Like Ponnelle's opera seria productions. the stage is designed symmetri-cally and adorned with a series of partitions and drop-cloths showing Piranesi'e Roman cityscapes. The costumes are all side-bustles and platform boots. Schlumof also elegantly stylises the formal setting of aria end sccompagneto to bring out the psychological intensity of the characters. But he is no Ponnelle clone. There was no excess posturing or pro-ductioo cliche, and the dropcloths were part of the dramatic machinery, not e staging coovenieoce. The productioo was well matched to the intimate proportions of the thea-tre, and is e well-deserved feather in the cap of the Opéra

Andrew Clark



Giyndebourne Festivai Opera opens its 1991 season on Tuesday. with performances of six Mozart operas spread over the next three

The opening night sees a revival of Peter Heil's 1989 production of Le nozze di Figaro, with Andrew Davis conducting the Orchestra of the Age of Enlightenment. Davis also conducts Nicholas Hytner's new production of La clemenza di Tito (June 28), with a cast led by Philip Langridge, Diana Montague and Ashley

The second new production is Cosi fan tutte (next Fri), reuniting Simon Rattle and Trevor Nunn in a parinership that began with Porgy and Bess in 1986. The cast will include Amanda Roocroft as Flordiliel and Claudio Desderi as Don Alfonso. Idomenso, another Trevor Numm production June 10), returns with Keith Lewis in the little role and Carol Vaness

as Electra. Peter Sellars' staging of Die Zauberfiöte, which caused an outcry test year because of its mporary setting and

exclusion of dialogue, is to be revived in a new English translation and with an element of dialogue included (July 13). Finally, Donald Runnicles ma **AMSTERDAM**

his British operatic debut conducting Don Glovanni (July 28), with Olaf Bär in the title rola. The Drottningholm Court
Theatre in Sweden also opens
its doors to a new season this month. This year's reperioire includes the first performance in modern times of Haetner's Electra (May 27) and Michael

June 20) conducted by Arnold

There is a rich crop of new productions in the main Europ centres in the coming week. Harry Kupter's staging of Carmen opens tonight at the Komische Open, Berlin. The Bavarian State Opera in Munich has Johannes Schaaf's production of Borls Godunov (Mon) with Pasta Burchuladze in the title role. At the Chatelet in Paris, Die Entführung aus dem Serail opens a Mozart cycle in be conducted by John Eliot Gardiner (Thure); and next Friday Götz Friedrich's staging of Samson at Dallia ocens at the

tonight gives the world premiers of Timon of Athens, in which speare's little-known play by the British composer Stephen Offiver (b1950). Also in London, Eugene O'Nelli's play Long Day's Journey into Night opens at the National Theatre on Tuesday, directed by Howard Davies, with a cast including Prunella Scales

EXHIBITIONS GUIDE

Rijksmuseum A Century Apart: 19th century Dutch and French paintings from the museum's own collection, Ends June 30, Also Chinese Painting: scroll paintings and album lesves on paper and silk from 16th to 19th century. Ends June 20. Closed Mon Stedelijk Museum Prints by

Charles Meryon (1812-1868), ranked with Piranesi as the greatest of architectural etchers. Ends Aug 4. Daily BARCELONA

Fundacio Joan Miro Sergi Aguilar: sculptures and drawings 1989-91, by an artist often identified with Minimalism. Also Lee Miller: 96 Images by the early 20th century American photographar, Enda RASLE

Kunshnuseum The Amarbach Cabinet rich legacy of renaissance art collected by the 16th century Basia patron of the arts Basilius Amerbach, Ends July 21. Closed Tues BERLIN

Museum für Moderne Kunst Matropolis: a foretaste of artistic trends of the 1990s, with 200 works by artists from 20 countries. Ends July 21. Also Berlin: Today and Tomorrow, plans for Berlin'e future by 17 prominent architects. Also Photographs by Marta Astfalck-Vietz (b1901), with examples of her experimental work from the period 1922-35. Ends July 28. Closed Mon CHICAGO

Art Institute English and French

Printed Textiles: 100 examples

centuries, representing techniques auch as angraved copperplate and engraved roller printing. Ends Sep 3. Daily

DRESDEN Zwinger Rosenthal porcelain: a collection of work by one of the eading early 20th century German developments in design from Jugendstil to the 1940s. Ends June 16. Closed Fri FRANKFURT

mainly from tha 18th and 19th

Judisches Museum Paintings by Friedi Dicker Brandels (1898-1944), Jewish artist killed in Nazi concentration camp. Ends July 28. Closed Mon Schirn Kunsthalle From Lucas Cranach to Caspar David

Friedrich: 52 paintings by German artists from 16th to 19th century, on loan from the Leningrad Ermitage. Ends June 9. Daily LONDON Barbican Canadlan landscape paintings 1896-1939 Also Contemporary Art from Canada,

focusing mainly on city and suburban images. Ends June 16. National Theatre Frank Lloyd Wright: 150 high quality prints from the 20,000 original drawings housed in the Frank Lloyd Wright

Fundacion Juan March Maria Helena Vielra da Sliva: 64 abstract paintings by the Portuguese artist (b1908), distinctive for her prismatic effects. Ends July 7. Dally .

Archives in Arizona. Ends June

MANCHESTER City Art Gallery Corot: some 40 works from public and private

collections in Europe. Enda June Whitworth Art Gallery William Coldstream: first retrospective by the influential 20th century British figurative painter. Ends

June 22. Closed Sun

Kunsthalle der Hypo-Kulturstiftun Marc Chagall: 111 paintings and four wall tapestries from American and European collections, with examples from all periods in the artist's life. Ends June 30. Daily Lenbachhaus Nikolaus Lang (b1941): collages using natural materials from Australia, on the theme of the contrast between the white colonial heritaga and the Aborigines. Ends June 16. Also Expressionist Greetings: 173 postcard originals by members of the Brucke and Blaue Relter.

Ends July 7. Closed Mon NAPLES Sen Domenico Maggiore Cholr-book manuscripts 1400-1600: a collection of paga leaves, masterpieces, showing how the art of book decoration flourished despite tha emergance of the printing press. Ends Juna 23. Dally

Metropolitan Museum of Art The Sculpture of Indonesia: ancient Hindu sculpture, delicate gold figures and a life-size stona Buddha. Ends Aug 18. Also Eugene Delacroix. Ends June 16. Closed Mon

Museum of Modern Art Seven Master Printmakers: Innovations of the 1980s, with 55 works showing how David Hockney, Jasper Johns, Robert Rauschanberg and others

redefined posabilities for the print medium. Ends Aug 13. Closed PARIS

Centre Georges Pompidou Andre Breton (1896-1966): wide-ranging exhibition recreabing the sesthetic world of one of the leading theorists of Surrealiem. Ends Aug 26. Closed Tues Galérie Daniel Malingue Moise Kisling: retrospective of the Pollsh-born member of the cosmopolitan Ecole de Paris. Ends

July 14. Closed Sun Grand Palais From Corot to the Impressionists: Manet's Dejauner sur l'Herbe is tha highlight of this exhibition in homage to Etienne Moreau-Nelaton, who persuaded the Louvre early this century to accept the Impressionists, togethewith Corot and Delacrolx. Ends July 22. Also Georges Seurat retrospective. Ends Aug 12. Closed

Musée Rodin Camilla Claudel: 100 works by Rodin'a discipla and tragic lover. Ends Juna 20. Closed Louvre, Pavillon de Flore Spanish Drawings: Masters of the 16th and

17th centuries, with 137 works from tha Louvra and Spanish musaums. Ends July 22. Closed

Louvre (entry through the Pyramid) Treasures of Saint-Denis. Enda June 17. Closad Tues

Convent of St George Ancient Chinese Art Irom tha National Gallary collection. Ends Sep 15.

STUTTGART Staatsgalerie Max Ernst centenary retrospectiva of the German-born Surrealist, with 200 works from

worldwide collections. Enda Aug 4. Closed Mon

Fondazione Cini Michelangelo and the Sistine Chapel: photographic end scientific documentation of the restoration, prints by artiats inepired by the frescoes and a group of original preparatory drawinge by Michelangelo, Ends July 28.

Palazzo Grassi The Celts: the evolution of the Celtic people from 6th century BC to the dawn of the Middle Ages. Ends Dec 8. Daily Albertina Dutch drawings from

the Abrams collaction: soma 100 drawings, mainly from the early 17th century, including works by Rembrandt and his school. Ends Juna 30. Dally axcapt May 19 and Kunstforum Länderbank Oskar

Kokoschka: 90 paintinga from worldwida collections, tracing all phases of his artiatic davelopment. Ends June 23. Delly Museum of the 20th century Image Light: developments in non-material forms of painting, such as thosa consisting only ol light and pure colour, and how historical methods and materials have given way to new, strongar

character. Ends July 7. Closed

WASHINGTON National Gallery Robart Rauschenberg (b1925): multi-media exhibition leaturing 150 axamples of the influential American artist's recent work. much of it inspired by travels in Latin Amarica and Asia. Ends Sep

means with a more physical

FINANCIAL TIMES

NUMBER ONE SOUTHWARK BRIDGE, LONDON SE1 9HL Talaphona: 071-873 3000 Talax: 922186 Fax: 071-407 5700

Friday May 17 1991

Farewell, Mr Pöhl

KARL OTTO Pohl has been the very model of a modern central banker: able and urbane, international in outlook and hostile to inflation by conviction, he has done one of the world's most important jobs and has done it well. He will be missed.

Nevertheless, even he is not irreplaceable. As president of the Bundesbank he is first among equals. The institution that he heads, one of the outstanding successes of the postwar world, will continua to pursue its historic mission. It must do so, because successful control over inflation remains vital not merely to Germany. but to a wider world.
As Chancellor Helmut

Schmidt's "sherpa" to the Lon-don summit of Groop of Seven industrial countries in 1977, Mr Pöhl was responsible for inserting into the final communiqué a famous phrase; "inflation does not reduce unemploy-ment. On the contrary, it is one of its major causes." Under his presidency, the Bundes-bank has lived according to that motto. Since 1980 German consumer prices have risen at a compound annual rate of around 21/2 per cent; since 1985, however, the rate has been less

than 1 % per cent. This achievement is the basis of the Bundeshank's influence. It is a reflection of its independence, but also of German history. It is not clear whether it can be translated on to the wider European stage in an economic and monetary union. What is certain is that the chance to do so arises only because of the anchor role played by the Bundeshank within the European Monetary System. This is somewhat paradoxical, since the Bundesbank disliked the establishment of the EMS, has fretted against its constraints and has repeatedly insisted that monetary policy must be framed with domestic

Unpopular independence

Mr Pöhl has said that his stewardship at the Bundes-bank has taught him above all that independence can bring unpopularity. A thin-skinned man, be does not enjoy con-flict, but it is inevitable. In recent stirring times such conflict has baeo considerable. The Bundesbank has lost some battles and won others. Bnt

nobody can doubt the importance of its contributions to

Mr Pöhl himself would not deny thet some decisions are far too important even for inde pendent central bankers. Nevertheless, he was hurt when Mr Helmut Kohl announced German monetary union with-out consulting him and against

his known opposition. Unification has brought with yet another annoyance: the prospective expansion of the Bundeshank council. To ha first among 18 equals is bad enough; to be first among 23 verges on the intolerable.

Essential institution

For all the difficulties, both internal and axtarnal, the Bundeshank remains both essential and influential. Mr Põhl played a decisive part on the international stage once again, when resisting ill-concelved American pressure for lower interest rates at the latest meeting of the G7. He has played a still more important part in bringing European politicians back to earth on Emu.

Lika German monetary union, Emu is a political deci-sion. Mr Pöhl accepts this, even if he sometimes wonders whether the German people have fully understood its impli-cations. But it is a political decision that will work only if implemented in an economi the desirability of a two-speed move to Emu, by insisting on convergence of inflationary performance, by rejecting out-right the premature creation of a European monetary institu tion that might prejudice the Bundeshank's own role in European monetary affairs and by insisting that any replace-ment must match the Bundeshank in independence and commitment to low inflation, Mr Pöhl has immeasurahly Improved the quality of the debate and increased the

inces of a fruitful outcome. For that, as for the Bundes bank's continued determination to secure monetary stabil-ity in Germany, the world owes Mr Pöhl a great debt. His successor has a strong tradi-tion to build on, so strong, in fact, that there is every rea-son to expect that he will match his predecessor in

strip those of its competitors. The economy is paying tha price in terms of rising unem-

ployment, but also of lost

potential capacity. Last quarter the capital spending of manu-facturing industry was 19.7 per

cent down on the previous

Why are employers agreeing to settlements that inevitably bite into their profits? One rea-son is that they dare not uni-

Pay deals

Fiddling while the jobs go

AN ECONOMIC, as well as a buman, calamity is occurring in the British labour market. abour costs continue to out-Yesterday's unemployment fig-ures provide further evidence of its scale. The rise in unemployment may well rival that of the last recession, and from a higher base. But unlike 10 years ago, it is a calamity that was both entirely predictable and almost entirely avoidable.

It is now too late to save the 500 000 plus jobs that have 500,000-plus jobs that have been lost since March of last year. More than one in 10 men in Britain are now out of work. It is also probably too late to prevent unemployment top-

ping 3m in 1992. These figures should inspire more than regret in the minds of ministers. They should stop considering a temporary work scheme and begin the time-consuming task of putting one in place. The scheme should provide an alternative to mitating vide an alternative to retraining or inactivity, at a realistic wage, to ensure that the unem-ployed are ready, able and willing to take new employment when the economy recovere.
Paying the unemployed to do
nothing is wasteful. Paying
them to wait while the government decides to institute a tamporary work schema is

absurd. Whila desirabla, snch a me would be no more than a palliative. A cure will only be forthcoming when fundamental changes are made to the UK's system of wage-bargaining. British industry cannot afford to postpone this change now that sterling is tied to the D-Mark in the Enropean exchange rate mechanism

Changing rules

The rules of the economic game have changed. But ERM membership, alone, bas not provoked the necessary transformation in the collective psyche of Britain's wage-bargainers. Britain's unit labour costs have grown by 23.5 per cent since 1985 compared to 10 per cent in Germany. With a sterling depreciation presumably ruled out, wage settle-ments must fall to avoid a furerosion

competitivecess. Yst the British wage bargainers remain locked in a pre-ERM time warp. Six months after joining, the average level of pay settlements is still well

A Lloyd Bentssn last week lobbed a rhetor-ical tear gas canister into the room where US and lapanese negotiators are close to reaching a new semiconduc-

tor trade agreement.

The agreement, which could be concluded this weekend, will ensure better access to the Japanese market for foreign semiconductor makers and pre-vent the dumping of chips to the US. American companies claim that Japanese domina-tion of the world chip market was accomplished by illegal dumping during the 1980s. Senator Bentsen, chairman

of the Senate finance commit tee, has now opened a new front to the battle between the two countries, claiming that Japanese companies deprive US chip makers of the advanced equipment they need to make their semiconductors. The Electronic Industries Asso-ciation of Japan has dismissed the Texas Democrat's claims as ridiculous.

The new allegations are unlikely to prevent the signing of the semiconductor trada pact. The continuing disagree-ment, however, reflects Ameri-can frustration at Japan's overwhelming dominance of two closely related industries invented in the US: semiconductors and the machines on which they are made.

Semiconductor manufactur-ers in tha US, Europe and South Korea give some support to Senator Bentsen's allega-tions. Several chip makers say they have had difficulty buying the latest production equip-ment from Japanese manufacturers and thet semiconductor companies in Japan appear to receive preferential treatment.

Fewer executives are pre-pared to say that the withholding of production equipment is the result of a conspiracy. Several see it as the unfortunate but inevitable consequence of Japan's domination of the market for chip-making tools.

The machines to carry out such tasks as etching densely packed circuits on to silicon wafers, cutting them into chips, packaging and testing them, are complex and expen-sive. A piece of manufacturing equipment usually sells for \$1m or more. To develop the machinery, equipment mann-facturers have to work closely with their customers - often based nearby.

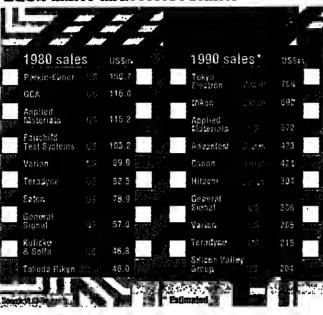
Critics of Senator Bentsen's view add that western companies are in no position to object. Chip makers in the US and Europe admit they favour local semiconductor manufacturing equipment companies when they can. And govern-ment-supported programmes in both the US and Europe are trying to emulate the Japanese practice of establishing close ties between makers of manufacturing equipment and chip

In 1980, the chip manufacturing equipment industry was an American preserve. US manufacturers occupied the first In 1989, Japan replaced the US as the world's leading supplier of semiconductor equipment and materials for the first time. Last year, the top two slots were occupied by Japansse

companies - Tokyo Electron and Nikon. Japan's domination of the equipment industry is linked to the powerful position it has established in the sale of the FT writers look at a row over Japan's lead in semiconductor making

The circuit breakers

TOP TEN SEMICONDUCTOR **EQUIPMENT MANUFACTURERS**



In the mid-1970s, Japan's Ministry of International Trade and Industry (Miti) identified semiconductors as a sector crucial to industrial success. Miti backed the very large-scale integration (VLSI) project which ran for three years and assisted companies in tha development of advanced equipment for semiconductor

production.

Aided by what the west regards as proven dumping of memory chips in the US and Europe, Japan established a leading position in hoth the semiconductor and manufacturing equipment sectors.

This dual domination is diffi-

ogy," he says.
"Some of the smaller Japanese equipment makers are reluctant to ship to the US because they do not have service representatives here, or because they are not sure whether their products comply with US safety regulations," Mr Barrett says. He adds, how-ever, that Intel can generally get the equipment it wants by using its market clout,

Others have greater difficulty. Non-Japanese companies appear to have particular trou-ble getting the most modern machines for etching circuits onto wafers

Advanced Micro Devices, a US chip maker, said it had

By Michael Skapinker, Louise Kehoe, Robert Thomson and John Ridding

OBSERVER

cult to break. Chip companies need access to the latest pro-duction equipment if they are to produce ssmiconductors that can compete with the world's best. Equipment manufacturers need to work closely with chip companies to ensure that their machinas meet

Some of the most successful US chip makers say they have little difficulty buying advanced manufacturing equipment from the Japanese. Mr Craig Barrett, executive vice president of Intel, the world's leading manufacturer of microprocessors, the "brains" of computers, says his company has strong links with Nikon and other Japanese equipment producers. "We get good service and reasonable access to their latest technol-

why. But there, too, the book

may offer help. It also quotes the American academic Karl

act in order to discover what they are doing".

■ Meanwhile ICI chairman

himself booked to speak at a City lunch hosted by Lord

Hanson's stockbrokers Smith New Court.

Ever the gentleman, the

brokers' chairman Sir Michael Richardson offered Henderson

the chance to cancel, but the

Aberdonian stood firm. The lunch went ahead with one

simple rule: the noble lord must not be mentioned.

Even so, there are some

from December, news of the change has uncorked a

bottled-up store of resentment

There is a certain dash about

at the autocratic ways of the outgoing Heinz Ruhnau.

ambitions when the going is

harmony and teamwork are

more the ticket. Ruhnau has

politicking against the equally expansionist British Airways and its interest in the East

German Interflug, and the

Weber has signalled a

have tended to fester.

many feuds inside Lufthansa

Napoleonic rhetoric and

good; when it turns bad.

been preoccupied with

Flying low

Taboo

been unable to buy etching equipment from a Japanese supplier. AMD said the com-pany claimed it did not have support personnel in the US or English translations of service manuals. These reasons appear legitimate, but AMD said it believed Japanese chip makers with US factories were using

the same equipment.
A senior executive with one ductor companies says he has had trouble huying similar machinery. "In the case of the most advanced etching say they can't yet sell the equipment to us because it is not properly tested yet. But they are already selling to domestic companies, so we don't understand this," he Mr Laurent Bosson, manufacturing director of SGS-Thomson, the Italian-French chip maker, says his company attempted to buy highly-automated cleaning and chemical etching equipment from Daiatching equipment from Dai-nippon Screen, a Kyoto-based precision machinery maker last February. He says the Jap-anese company refused. "They said it's very robotised and you in Europe won't be able to use it," Mr Bosson says. Dainippon concedes that it declined to self equipment to SCIS-Thomson. equipment to SGS-Thomson. but says this was because it could not meet the Kuropean

company's specifications.
In their defence, Japanese equipment companies say there are serious communica-tion problems with some for-eign companies and that Japanese chip makers take a more active interest than foreign companies in the design of new technology. Dainippon's gen-eral affairs manager, Mr Tsu-tomu Hasegawa, says Japanese customars want extensiva negotiations on price, ship-ment size and specifications before placing an order, whereas some foreign chip makers will simply consult a brochure and place an order.

Some leading Japanese makers are members of corporate families known as keiretsu, and company officials admit that these complex cross-holding networks give tha impression of collusion. Nikon is part of the Mitsuhishi group, while Advantest, the world leader in semiconductor testing devices, is affiliated with the Fujitsu computer group. Officials say companies in the family will have first access to equipment because they are often invol-ved in development projects. Mr William Reed, president

of Semiconductor Equipment and Materials International (Semi), whose members include equipment manufac-turers worldwids, says that these Japanese practices do not mean there is a conspiracy. In a recent letter to Senator Bentsen, he said: "I find it plansible that in some cases suppliers will work mora closely with their local custom-

ers in the development stages of their equipment. This prac-tice is understandable, given proximity, cultural similarities and traditional customer/ven-dor relationships. Howsver, this practice is not uniquely Japanese. An increasing num-ber of US equipment suppliers are working closely with their American customers in an effort to design user-friendly

equipment."
Sematech, a US development consortium that aims to revive American equipment manufac-turing, refuses to admit foreign companies. The Joint Euro-pean Submicron Silicon (Jessi) initiative, which supports Europe's chip effort, has allowed IBM of the US of participate in two projects. But ICL, the UK computer manufacturer, was expelled from three out of five Jessi projects in which it was participating because it is now owned by

SGS-Thomson, a leading mamber of Jessi, is sympathetic to Senator Bentssn's views. At the same time, it says Japanese manufacturers are better than US companies at upgrading and servicing the machines they sell. Critics of the US industry say that devel-oping closer ties with customers might be more profitable than smoking out conspirators.

A kind of normality

Lara Marlowe, recently in Iraq, on conditions after the Gulf war

Baghdad was not, as some would have it, bombed back into the Stone Age by allied air raids in the Gulf war. Petrol rationing has been

war. Petrol rationing has been lifted and the streets are clogged with traffic.

The citizens of Baghdad, a quarter of the Iraqi population, now enjoy almost normal electricity and water supplies. President Saddam Hussein is weakened but still in power. Apart from the destruction of two bridges and of govern-ment buildings, there is very little structural damage in the Iragi capital, in marked con-trast to the devastation visited by Irag on Kussatt's citifalds

by Iraq on Kuwait's ciffields and infrastructure.
Food is available. Since the international embargo on foodstuffs was lifted in April, about 300 truckleads of food a day have crossed the Jordanian border, bartered for Iraql oil which leaves the country by the same route.

But the food is expensive and inflation is rampant. frag's central bank is printing militons of banknotes which look and feel like cheap colour photocopies. A loaf of bread costs 35 times the pre-war price. Trafficking in foreign currency is widespread, although the offence carries a penalty of up to 16 years'

imprisonment.

Baghdad, furthermore, appears to be a privileged city which is given priority when it comes to the distribution of scarce resources. Southern cities, where Shia Moslem rebcities, where Sma Mosiem rebels rose up against the government in March, have been laid waste by the Iraqi army.

The rebels behaved with a barbarity learned from their own rulers. In Kerbala, dozens

of government officials were hung from chandelier hooks in an ante-room of the Imam Abbas mosque and from lamp-posts outside the mosque of

Soldiers who entered Najaf found piles of severed heads in the library next to the mosque of Imam Ali. "Death to Sad-dam Hussein" was written in blood on the library wall. The government responded with its customary savagery.

In Basra recently, several hundred women dressed in tra-ditional black waited outside the main prison, raising crossed wrists to reporters in a gesture to convey the deten-tion of their menfolk. The government has forbidden Shias from displaying traditional signs of mourning - hlack flags and paper streamers printed with the names of the dead - because it would enable visitors to count the numbers of Shia "martyrs".

President Saddam is trying

to claw his way back to a secure position as unques-tioned leader of Iraq. His security services are astute enough to know just how unpopular the Knwait débacle was among

Iragis.
The regime is using both carrot and stick, attempting to

improve living conditions while hunting down and while hunting down and arresting its opponents.

A newly-revived draft constitution drawn up in July 1990, a few days before the invasion of Kuwali, provides free parliamentary elections, freedom of speech and equality for all Iraqis. A clause which would have made Mr Sudday would have made Mr Sudday would have made Mr Sudday would have in the last has been president for life has been president for life has been

scrapped.

Mr Saddam himself has maintained a relatively lew profile since the end of the war. His few public appearances, accompanied by the chears of real or coursed supporters, have been televised repeatedly to impress upon the people of Iraq that their was dent still has a following.

Baath party officials hint darkly of purges to come. The president has compiliated about high-level party people who didn't behave firmly at

who didn't behave firmly at the time (of the uprising)," says Mr Hamid Said, a meanher of the party for 30 years and editor of the Basthist si-Thawra newspaper. "If there is such a trial, it must be post-poned while foreign forces are in our country. Then if we have questions for these per-ple, we can question from in normal conditions."

Since the revolt must pro-vincial governors have been replaced or transferred. Criti-cism of the Iraqi invesion of Kuwait, however, is not inboo. Knwait, however, is not taken. Indeed it is surprisingly common among government officials. Asked whether he would turn the clock back to Angust 1 and stop the invasion if he could, Mr Said said: "Daylously for sure, I with we had not done it."

But it is still not permitted to criticise the eight rear war against Iran. The new draft constitution specifies that any presidential candidate "must have made efforts in the limhave made entires in the san-lraq war for the good of lraq. He must believe the lran-lraq war reinforced the glory of the Iraq! and Arab nations and was the only way to guarantee the integrity of Iraq and the safety of its

For the time being, Mr Saddam and his acolytes seem happy to negotiate with the Kurds in the north and occupy the rebelilous Shia Moslem towns of the south, while biaming Iraq's problems on "saboteurs" from neighbouring countries or on the "Amer-

On the vast plains of southern frag, miles of earth fortifications erected in a vain armies lie abandoned. The anti-tank berms have been worn down by the wind and grass grows in the trenches. The soldiers who once occu-

pied them are in Iraq's southern cities. Foreign adven-tures have been put aside once more, and the troops transformed again into the instruments of Mr Saddam's rule at

Hands-off Hanson

ICI executives looking at each other with a wild surmise may find interest in the following quotation. It comes from The Doing of Managing, just published by Blackwell, and the speaker is Hanson's Martin Taylor:

laterally undercut their com-petitors for fear of losing skilled employees or damaging the morale of their workforces. "We believe in full delegation of authority to the management team running the business... We want them, therefore, to huild confidence Troubled companies might take these risks, as Rolls Royce is now doing. Most companies prefer cutting employment and investment to risking going it own problems without referring and deferring to us, because to do so would be, as it were, to allow us to make The average level of settle-ments that emerges is unsus-tainable. A co-ordinated shift the mistakes for them without them having to feel responsible for the future success of their

to forward-looking pay-bargain-ing would reduce this average, while retaining local flexibility, "We're beavily involved in a financial control sense with what they're at. We're jobs and competitiveness. But such a shift can only concerned with motivation occur if co-ordinated across all employers. The Confederation and incentives. We're concerned with the selection of British Industry was, and remains, the most obvious canof successor management. We don't insist that they trade with one another. They don't didate to play this role. It has

refused to take up the chal-lenge. Indeed it has refused meet one another.
"We may move people about from time to time from even to recognise that there exists a going rate of wage set-tlements which needs to fall. husiness to business if they In fact, the CBI has been scoring "inflationary own goals" every month. By regularly publishing the average level of pay settlements it furhave financial skills. But rarely do we move a General Manager from one business

ther entrenches the current going rate. That Britain's anachronistic method of wage bargaining is requiring unemployment to rise above 3m in order to reduce wage inflation to a sustainable level is madness. Despite the CBI's claims to the contrary, there is method in in the United States.... this madness. The problem is that the method is wrong and should be changed. A higher degree of co-ordination in paysinking feelings, the book – by Iain Mangham and Annie ye of Bath University - notes bargaining is the only solution

that does not require unacceptably high unemployment. Puz-

zlingly, employers appear unwilling to force the CBI to take the lead. If it does not,

happy executive faces around. They're to be seen at the headquarters of German airline Lufthansa despite the doleful figures it is producing in commoo with the rest of its trade. What is making them smile is the choice of Jürgen Weber, an unassuming former flight engineer, as chief executive

"They are looked upon as having the task of performing better with the capital that they presently employ, coming to us to justify new capital that they might wish to invest in their husinesses. They have no right to invest their capital in their business without our say-so, down to very small amounts, £500 in the UK, \$1,000 Lest those figures cause

thet the cited investment limits, current in late 1987, have since been raised. To what, seems an impenetrable mystery.
Admittedly, while Taylor's

words perhaps answer some how questions, they don't tell Welk's dictum: "Organizations

> "There must be more to life than keeping Lord Hanson's seat warm."

(BANX)

radically new approach. He by no means be taken for granted that Lufthansa would still be one of the majo players at the turn of the century. It is a downbeat kind of rallying cry, but let's hope it works.

Nitty gritty ■ Hamish Buchan, investment trust boss at County NatWest WoodMac, has recession to thank for the thoroughness of his new study of Britain's 30-plus investment trusts spe-cialising in venture capital. Three years ago, with the venture capital industry riding high, he'd have been hardpressed to winkle out so many

details about its workings. But with institutional investors pressing for improved performance and so on, most venture capitalists were only too willing to help. Only one trust, Thompson Clive Investments, refused. But eveo it has apparently agreed to co-operate in future.

While not actually secret, the details of the venture capitalists' self-revelations are the sort of data many would prefer not to be widely known. For example, the survey'a hreak-down of fees, costs and management incentives reveals management fees - long a source of concern to institutional investors - ranging from 0.3 to 6.7 per cent of net assets and incentive packages ranging from nothing to a 20 per cent share stake. Not that low fees and an lack of incentives are necessarily best for investors in the long run, Buchan points out.

Even so, venture capitalists anxious about parting with such data can take comfort in the survey's price of £2,500. That should ensure it reach only a limited and presumably sophisticated market.

Free choice ■ Dr Robert Anderson's

British Museum is good news for visitors hut not, perhaps, for the Treasury. Like his predecessor, Sir David Wilson, he is determined to let the public in free, and he is an expert at gouging money out of Whitehall. He prised \$20m out of the government for an extension to the National

Museums of Scotland, where he is currently director. A distinguished historian of science, he has every quality to delight traditionalists (apart from a tendency to let his shirt tails hang out). But his Edinburgh neighbour, ebullient Timothy Clifford of the National Gallery of Scotland, will not be quite so pleased. He would have loved to return to the BML

Chaser

■ A white horse gallops into a pub and orders a lager. "Sure you don't want a whisky?," asks the barman. "Ws have one named after you." "What - 'Eric'?," says

You know the advantages of being a Director.

This free guide alerts you to the disadvantages.

Directors and officers liability is an area of potential risk which few directors fully appreciate.

In today's climate, the possibility of facing the "ruinous expense of action taken against them personally" is nor only real, but growing.

To explain both the corporate and personal risks involved, Chubb Insurance Company of Europe, in conjunction with a leading firm of London solicitors, have produced a new and comprehensive guide. It identifies and clarifies the issues, shows how personal exposure to such liability can be limited, and suggests ways of reducing the risk of a claim being made.

For your free copy simply call your insurance broker or write to us at the address



Chubb Insurance Company of Europe, 106 Fenchurch Street London EC3M 4JB.

hat we are seeing is nothing less than a revolution in management in the Civil Service," said Mr John Major last mouth Mandarins are less given to hype than prime ministers, but even they now claim as much. Yesterday's report by Sir

FRIKIDS WAY

Transport of the state of the s

Aires of The

times. Attending

Section of the section

Charles of the first of

Trainers & A STORY

The same and

ويتعادي أوريوا المعدد -x; :4:

Agains was fire

A TOTAL A CONTRACTOR OF THE PARTY OF T

The second section

Note that the same

prime ministers, now claim as much.
Yesterday's report by Sir
Angus Fraser, head of the
prime minister's efficiency
unit, on the new executive
unit, on the new executive unit, on the new executive agencies into which large chunks of the Civil Service are being transferred raises funda-mental questions.* These con-cern not only the Civil Service

Manager Comments of District of the Comments o hut government as a whole.

The so-called Next Steps project originates from a 1988 report by Sir Robin Ibbs, then efficiency adviser to Mrs Margaret Thatcher. Under Mr Party Karm, the project's chul-Manager State State Peter Kemp, the project's chul-lient director, the scope and speed of change has been dra-matic. The first agency, the vehicle 'inspectorate, was launched in August 1988. By the end of last month, another 48 had been set up, embracing a third of the entire Civil Ser-vice. Mr Kemp's target is to have 75 per cent of the service.

have 75 per cent of the service in agencies by the mid-1990s. Some departments have vir-tually vanished in the process. In the past six weeks alone Mr Tony Newton has shed 75,000 oncial security staff to agencies, and is left with a rump of 1,200. Of the leading departments, only the Foreign Office has no agencies, nor (apparently) any planned

ently) any planned.

The Next Steps philosophy is simple: to separate the delivery of government services from policy-making; to give respon-sibility for the first to agencies run by chief executives accountable to ministers (and through them to Parliament); and to give executives broad managerial discretion to run

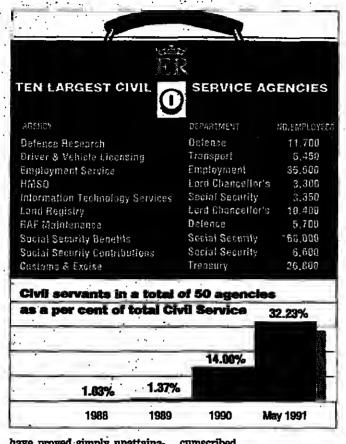
managerial discretion to run their concerns.

"Agencies are not only about improving services," says Mr Kemp, "they are about delivering what you have promised." The "promises" take the form of framework documents agreed between chief executives and their departments, renegotiated every three years. They amount to contracts: ser-They amount to contracts: service targets are set, powers devolved, and chief executives stand to lose modest perfor-mance bonuses if they are not achieved. The Employment Service for example will fall short of its target for placing unemployed people this year, Mr Mike Fogden, its chief executive will be worse off as a result.

Agencies are still at an early stage in their evolution. Five key areas are emerging in the debate on their future: ohjectives and targets. It has not proved easy to estab-lish public sector targets. Some

Tougher steps still to come

Andrew Adonis examines the far-reaching management changes in Britain's Civil Service



have proved simply unattainable; others too weak or too complicated (the Northern Ireland Training Agency has 30 separate targets, with no priorities between them). Sir Angus recommends that each agency be given a handful of robust and meaningful top level out-put targets". And Mr Kemp wants this to go hand-in-hand with "more downside risk" for chief executives, to expose them more closely to private

But if chief executives are to face the "downside", they want greater control over their own destinies. At present their discretion - over indeeting, recruitment and trading - is tightly constrained. The Next Steps team proudly markets its "40 flexibilities" on pay, allowances and personnel manage-ment; yet most are closely cir-

There is a crucial difference between sensible monitoring and fishing expeditions," says Mr Kemp. In his most forthright recommendation, Sir Angus wants simply to break officialdom's rods: he proposes a 25 per cent reduction in personnel and finance divisions of sonnel and finance divisions of departments as "a relatively modest target". He is adamant about the need for greater autonomy. "Within the overall disciplines of cash limits," he recommends. "managers [should be] free to make their own decisions on the management of staff and resources."

Sir Angus is also keen to see

Sir Angus is also keen to see greater competition for the top jobs. "Outsiders help to shake up the succession process in the Civil Service," says Mr Kemp. But at present only 14 of the 50 chief executives come

from outside the Civil Service. In future? Rumour has It that one chief executive is unlikely to have his contract renewed; another may be soon he awarded a six-figure salary.

• privatisation. Ministers are not oblivious to the fact that several agencies - HMSO, the land registry, the patent office, the vehicle inspectorate and the vehicle and licensing centhe vehicle and licensing centre among them - draw most of their income from non-ex-chequer sources, and might be suitable for full privatisation. Watch the next Tory mani-

• unity of the service. Sir Angus raises, only to dismiss, the question of whether there will eventually be "a Civil Ser-vice which is still a recognisable entity". Yet if recruitment, pay and conditions cease to be centrally determined, it is e fair question. This aspect raises most concern among civil servants themselves. The First Division Association of senior civil servants has given broad backing to Next Steps. "But the free movement of executive and managerial staff between departments and agencies must not be impeded," says Mr Jonathan Baume, the FDA's assistant general secretary.

• accountability. Agencies —

particularly those in sensitive areas such as benefits - may soon find themselves, like NHS manegers, uncomfortably exposed to the consequences of unpopular policies. This makes the stock formula that chief executives are eccountable to their departments, and only through them to Parliamant, somewhat nnsatisfactory. Chief executives appear before select committees; they are also eccounting officers for their agencies before the Pub-lic Accounts Committee. Notions of direct accountabil-

ity to Parliament may not be long in coming.

• service quality. This is, perhaps, the central issue, with all the parties — not just Mr Major — set to put "citizens charters" and the like at the forefront of their future pro-

Agencies are already taking a lead in setting service targets and guarantees. Their most important – and healthy – contribution is likely to be in shifting the debate away from the contribution of the contr the current obsession with "inputs", to the relationship between cash inputs and ser-

vice outputs.

As such, they may help the politician in costing, making and delivering choices on behalf of the public. But they will never supplant him.

*Making the most of the Next Steps, report by the prime minister's efficiency unit, HMSO 15.

Joe Rogaly

Only resting on the ropes



If all goes according to plan, which it never does, we should soon begin to see Mr John Major fight back. Fight back? It is hard to imagine. The prime minister frightens nobody. He is too nice, too personally

engaging. Mr Neil Kinnock fights. The leader of the opposition has his blood up. He has been training in the gym, skipping rope, dancing round the ring punching at shadows, for nearly eight years. He has fought and lost one bout and that was against a world champion. He has nothing to think ebout apart from the big event to come.

Mr Major has been trying to run the government, with a short intermission

for a war and another to dump the poll tax, for less than eight months. He has sat out e sustained Labour election campaign that started as soon as decently possible after the cease-fire in the Gulf and looks set to continue without remission until the general election. He has been uneble, or unwilling, to respond. We can guess wby. There is no point in wasting political energy while the economic news continues to be nearly all had.

It still is as vesterday's memployment news continues to be nearly all had.

It still is, as yesterday's unemployment figures confirm. Yet the expectation this morning is of a sharp fall in the beadline rate of inflation. The mortgage rate is on its way down, although most people have yet to enjoy smaller monthly payments. Poll tax demands at £140-off if you vote Conservative are still coming through the letter boxes. Given a huge dollop of good luck the recession may show signs of bottoming out before the summer is over. The time for Mr Major to come out of his corner, fists up, is approaching.

He has a lot going for him. He is not obliged to call an election until he thinks he can win. He has no reason to panic

he can win. He has no reason to panic and slash interest rates beyond another half e point or so; it might, indeed, be counter-productive if he did. He can choose to stay put in Downing Street for another year. Those who argue that be must face the electorate in October or November for fear of being boxed in dur-ing the last few months of the govern-ment's statutory term of office will meet the counter-argument that the public regards it as fair to give the new prime minister time in which to make his mark. How much time? Mr Major will comfort himself with an answer that suits him. The public will wait, he may tell his mirror, until his constitutional lease runs

opinion polls assures him of victory.

Mr Kinnock Is not waiting. He is already taunting the prime minister, acc using him of being afraid of the ballot box. Mr Major would be an easy target if he postponed the election for a year. For the moment, the prime minister will not be drawn. His strategy is clear. First, anticipate better economic news. Second, hit back at Labour. Third, produce some

ont in June 1992, or, better yet, until a favourable set of economic indicators and

Conservative ideas. I say nothing about his crew have hardly any past ministerial the first part, the Micawber element, of this strategy. We are all equally in the

dark about the timing of the upturn. Hitting back at Labour is easier said than done. Take the octional health service. You may think, as I do, that the reforms introduced on April 1 amount to a sensible management re-organisation, bringing cost information and transparency of decision-making where previously there was chaos and chance. If so, we are in e minority. The Labour Party has created an impression that the new structure is elther a prelude to privatisation, or a plot to impose a tier of second-rate service for ordinary people, or the introduction of the filthy profit motive into the sacred cathedral of health care.



The Conservatives' original intention was that very little would actually happen to the NHS this year, so that Labour would have nothing to attack. They blew it. They might have made e few telephone calls to the new managers urging them to lie low; if so this persuasion did not work. Some of the opted-out hospitals, including Gny's, announced staff reductions. ing Gny's, announced staff reductions. Thet brought the issue to the forefront of debate. Mr Major may hope that the latest storm will subside, but Labour will not let it. The prime minister therefore has no option but to tackle the issue head-on. We must expect to see him try to win the argument, in which public emotions are paramount, by using his own voice allied to the anxious face of the health secretary, Mr William Waldegrave. There are other lines of attack. The Tories will try to "estimete" the likely cost of Labour's voluminous programme of more things for government to do. But of more things for government to do. But Labour is a slippery customer as Mrs Margaret Beckett showed in the commons on Wednesday, it has speot e long while rehearsing the best way of presenting itself as fiscally prudent. Or consider another Tory hope – the inexperience of the Labour front bench. Mr Kinnock and

office to boast of. But against that Lahour can play to the public's sense that after 12 or 13 years of Conservative government it is time for a change.

Again, the Tories will presumably attack the opposition as a potential destroyer of jobs in the defence industry, with the relevant constituencies put on the alert. Mr Kinnock's professionals have prepared themselves for that by trailing plans to move plants over to noo-defence production. They would set up e "Defence Diversification Agency" which may be a planners' nonsense, but which could soothe defence workers threetened with loss of employment.

Mr Kinnock is, bowever, vulnerable on the economy, an area in which, in spite of everything, the Tories are seen by most respondents to questionnaires es the bet-ter choice. We must assume that before he decides on an election date Mr Major will have inflation and mortgage rates well down, and that there will be at least some signs that business is beginning to recover. If not, the government will be thrown out whatever it does.

Exposing Labour's shortcomings and sloughing off the curse of the recession are not, however, sufficient conditions for preventing the Conservatives from losing their overall majority. They must present a positive image becked by a manifesto that offers voters good reasons for giving them a fourth term in office. Here Mr

Major's thinking is becoming apparent.

A series of summer policy pronouncements bas been trailed. The citizen's charter, which is a form of consumer protection insurance for users of public services, has been promised its own white paper. Another paper, on a strategy for bealth, is due out soon. Proposals on employment and training should follow, or come out et about the same time. There should be something on education. A little palliative on housing, converting existing rents paid by poorer tenants into mortgage repayments, is now overdue. Measures to help the small saver and the private investor are in the pipeline. Brit-ish Rail and the coal industry are being lined up for privatisation.

Privatisation and share ownership apart, the list could almost be an index of apart, the list could almost be an index of the recent series of papers issued with such professional panache by the Labour party. There is, however, an important difference. Mr Kinnock's policies all assume the beneficence of the guiding hand of government — although their inherent euthoritarianism is mitigated by leanings towards constitutional reform. Mr Major's incipient proposals do nothing Mr Major's incipient proposals do nothing to reduce the suffocating power of the elective dictatorship, but they all decenelective dictatorship, but they all decen-tralise management, enhance consumers' power and, as Tory central office might put it, take decisions away from officials and put them in the hands of individuals and families. If he can find a way of saying that with the forcefulness of his predecessor, but in his own soft-soaping style, he may yet outsmart Labour.

<u>LETTERS</u>

Dangers that lie in a Hanson bid for ICI

From Mr Keith Rowan Sir, I was disturbed to read the news of the Hanson stake in KI, which could lead to a m Rd, which could lead to a full bid in due course. ICI is one of Britain's relatively few companies which has the resources and commitment to develop new areas of business on a world scale (for example, or to the resources). its seed husiness) or to maintain world leadership

Hanson has certainly given its shareholders value for money and its approach has validity for mature businesses. However, its reputation for However, its reputation for creating organic growth is not a good one, and I fear in this case could be extremely damaging to the UK chemical industry. It should be borne in mind that the UK chemical industry is one of only a few sectors which has achieved success over many decades success over many decades with a positive balance of trade

I do hope that the institu-tions and the government look at the potential consequences of such a takeover. I cannot believe that Germany would allow Bayer to be dismantled. Ketth Rowan. 23 St Annes Drive,

From Mr Garry Howkes. Sir, Your article "Most ten-

ders from councils won hy their own workers" (May 13) fails to do justice to the statis-

It is true, as you point out,

that contract caterers have not been attracted to bid for school

and social service contracts.

They compare unfavourably

with the performance of refuse

collection contractors. The interesting issue is why there

are these variations in response to tender invitations

Local education anthority

school catering contracts are very unattractive with their

multiple, same-day contract

starts spread over a large geo-

graphical area. The contract forms usually have features

like a penalty clause, indicat-

ing that a hostile relationship

is envisaged. Gardner Merchant has con-

between different services.

Market forces should set UK influencing east German wages

From Mr Thomas Mayer.
Sir, In "East German wage rises criticised" (May 13), you report that a recent academic study has concluded: (1) Higher wages in east Germany will cause more labour migra-tion because of the resulting unemployment than will be deterred by the implied drop in east/west wage differentials; and (2) The German government should pay a subsidy of up to 75 per cent of an east German worker's wage, in order to boost employment.
In my view, both of these

conclusions are wrong. The link between east German wages and migration is more wages and migration is more complex than implied in the article. The reconstruction of the east German economy will require skilled workers and administrators — exactly the type of worker also in short supply in the west. Thus, better pay has already lured many qualified east Germans to the west and this will continue as long as east German compensalong as east German compensa-tion remains uncompetitive.

However, the marginal, lowskill east German worker who becomes unemployed because of excessive wage hikes will find it difficult either to find a

school contracts. We have an

almost 100 per cent response rate to tender invitations. Why

Local management in the

form of head teachers and gov-ernors in these schools are in charge of their affairs. They

work as hard as the contrac-

tors to make the contract work

well once the decision is made

Sir, I was intrigued by the space you devoted to Mr Sam-

uel Brittan's difficulties in

making one trip to Dieppe ("A long wait to journey's end", May 13). On this basis, you

could provide a whole edition

on his experiences of the London Tube system. But then per-haps Mr Brittan doesn't use the Tube? If so, could you per-

snade him to make the occa-

From Mr John Byrnes.

Why contract caterers dislike LEA schools

is this?

centrated its tendering exper-tise on grant-maintained write about perpetually non-

EC insurance

there on unemployment com-pensation, because support pensation, because support payments are based on the previous east German (low) wage. At first glance, wage subsides appear capable of reducing the relative cost of labour, which is needed to boost east German employment. In the longer run, however, subsidies would induce enterprises to employ more workers per unit of capital than would be con-sistent with existing market wages and the prevailing return on capital. Thus, wage subsidies actually represent a

costly solution, as they would have to be permanent to be Rather, the best medicine for the east German malady is rapid capital formation and a more market-based process for wage determination. Both aims can be realised only when management of the east German economy is transferred quickly from the government to the private sector. Thomas Mayer, vice-president, bond market

If the majority of secondary schools became grant main-tained, tender catering

working escalators or tha reduced Victoria Line service

(apparently wheels wear out),

or temporary station closures (volume variance), or the inter-

ruptions in service because of

breakdowns of trains or signal-

ling failures. He could propose

competition by a privatised bus service, or roads, or even an

additional Tube system. Such a

piece would be of interest, too.

research Saloman Brothers Victoria Plaza

Garry Hawkes

Kenley House,

John Byrnes,

35 Crobtree Lane

London's Tube aggravates, too

monaging director, Gardner Merchant,

From Mr M A Jones.
Sir, The assertion that the
British are fighting a belated
reerguard action in relation to the EC Insurance Accounts Directive (Lex, May 10) is with-

The Association of British Insurers (ABI) has been in constant touch with developments over e number of years and particularly since the original proposal for a directive was published by the European Commission in 1987. As a result, the association has been instrumental in securing amendments to the draft direc tive on e number of important points of concern to UK insurers. We continue to encourage acceptable solutions to the few

remaining outstanding issues.
With the support of the other EC insurance markets we have been pressing, for the last two years, for the directive to be amended to permit unrealised investment gains on non-life business to be taken through the profit and loss account. This is an issue which is cur-This is an issue which is currently under examination by the EC negotiators but we hope our arguments will prevail.

On the question of segmental reporting we, again with the support of the other EC insurance markets, have resisted ettempts to increase to an unreasonable degree the level of disclosure required in the notes to the accounts of insur-

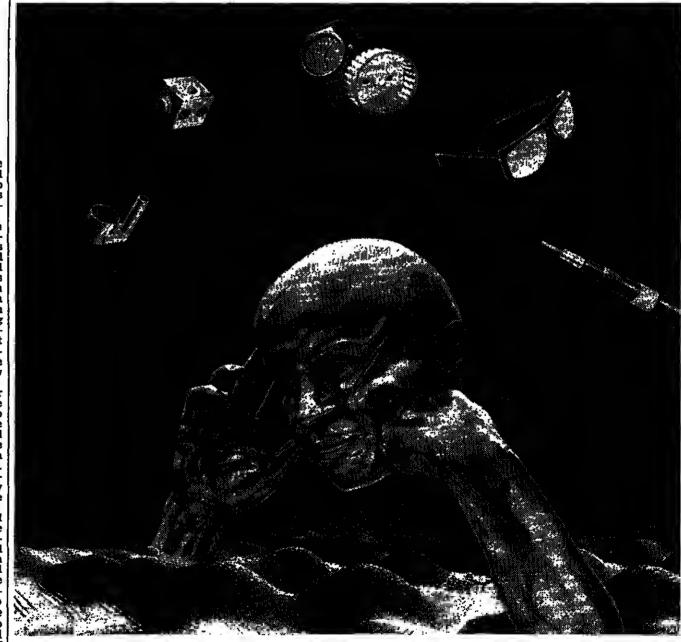
notes to the accounts of insur-ance companies. There is no reason why the disclosure requirements applicable to insurance companies should exceed those for other types of

company. Finally, we are giving our full support to the Commis-sion's efforts to resist any lastminute lobbying to remove the requirement for compulsory disclosure of the market value of investments.

There is no reason to conclude that we will not be successful even though some member states are vigorously opposed. The latest version of the draft directive has retained the disclosure requirement.

chief executive Association of British Insurers, Aldermary House, 10-15 Queen Street, EC4

Fax service



New Ideas, New Performance Polymers, **New Technologies**

mance polymers. Here EMS is the specialist. Using EMS performance polymers, aur customers manufacture new products: superiar, mare sophisticated and more successful products. Our customers - they are electric and electronics companies and the automotive, packaging, sports and leisure industries. reliability and customer service.

New technologies require new perfor- With our worldwide experience and for performance polymers: technical support EMS leads the way in solving problems wherever the highest standards in performance palymers are

> EMS the nome you can trust. A Swiss Company with guaranteed quality,

EMS-CHEMIE AG CH-7013 Damat/Ems, Switzerland Phane 081/36 61 11, Fax 081/36 74 01

EMS-GRILON (UK) Ltd., Astonfields Industrial Estate, Drummond Road Stafford ST 16 3 EL, Great Britain Phone (0785) 59121, Fax (0785) 213 068

PERFORMANCE POLYMERS FINE CHEMICALS ENGINEERING

now ou to antag

itages of pirectol e guide



FINANCIAL TIMES

Friday May 17 1991

COMPUTERS COLOUR COPIERS FAX

The Bundesbank's president steps down after 11 years of fighting for price stability

Pöhl: prudent pragmatist calls it a day

ENOUGH is enough. Or at least 11 years is enough. That was the message conveyed yesterday by Mr Karl Otto Pohl, 61, oow well into his second eight-year term as president of the Bundesbank, Germany's

central bank.

If he had served out the full 16 years, he would have been the longest serving president ever. But he had told friends and colleagues, he did not like the idea of doing the top job for as long as 16 years. "It would be very unusual and not good for the institution".

The tributes to Mr Pöhl rolled in after his decision to

rolled in after his decision to call it a day in October. Germany's top bankers and politi-cians praised his commitment to monetary stahility, his efforts to promote European monetary union – along prudent German lines - and his

international stature.
Since joining the Bundesbank in the late 1970s, Mr Pöhl has experienced his fair share of currency gyrations, crises, and controversy both st home

He put himself in the firing line from Bonn almost as soon as he took over the top job in the central bank's forbidding beadquarters in Frankfurt. The German economy took a turn for the worse in the early 1980s and Mr Põhl and his colleagues took on the centre-left govern-ment of Chancellor Helmut Schmidt, who had appointed him, by raising interest rates in the face of high inflation and soaring current account deficits.

The conflict was an early test of the readiness of Mr Pöhl, a noted pragmatist, to stand firm in the interests of price stability. He won that fight, thus giving Mr Schmidt's already embattled administration a further powerful blow.

Then came a spectacular bank failure - that of Schröhank failure - that of Schröder, Münchmeyer, Hengst (SMH) - hrought on hy had industrial ioans. Mr Pöhl helped to fix up the rescue of the Hamburg private bank, which was carried out in such a way as to svoid panic in financial markets.

He played a key role in the Plaza and Louvre exchange rate accords of the 1980s.

rate accords of the 1980s. But while the independent

Bnndeshank's stability-oriented stance is popular in Ger-many, where inflationary angst is embedded in the national consciousness, it does not always draw plaudits abroad.

The US was openly critical of the German central bank's interest rates rises in 1987 and the dispute was seen as one reason for the collapse of confi-dence that hit world stock markets that autumn.

More recently, the Bundes-bank has again stood firm against US pressure for more relaxed policies to help spur growth.

He recalled the lessons of the 1970s, when Bonn reflated in response to US pressures. "An easing of monetary policies does not produce growth and jobs, it produces inflation so that the brakes have to be

applied". He applied the same credo to the process of European mone-tary union, where the Bundesbank has pressed hard for the acceptance of its own stability KEY DATES AND EVENTS IN POHL'S BUNDESBANK CAREER

Appointed Bundesbank vice-president

Becomes Bundesbank president Bundesbank tightens monetary policies sharply, leading to conflict with Chancellor Heimut Schmidt Failure of Schröder, Münchmeyer, Hengst (SMH), a private bank, later rescuad by Lloyds Bank

Piaza accord to drive down dollar Louvre accord to stabiliaa dollar. US disagrees with Bundesbank Interest rate rises; public dispute cited as a reason for stock market crash Government announces withholding tax (later withdrawn) against

Bundesbank raluctantly accepts political need for currency union with East Germany



Spain cuts interest rate to relief of Paris

By Peter Bruce in Madrid

THE BANK of Spain yesterday cut its official intervention rate by 75 hasis points to 12.75 per cent in a move which will relieve pressure on the French franc and could open the way for a cut in French interest

The Spanish cut is the second this year. On March 15, the bank cut the intervention rate by a full point to 13.5 per cent after a sharp drop in the infla-

The bank said the latest cut had been made possible by signs that its broad money supply measure had grown just 8.1 per cent in April, after growth of some 16 per cent in the first quarter of the year.

Good April consumer price figures published earlier this week, holding annual inflation at 5.9 per cent for the third successive month, had also made yesterday's cut easier. Spain has been under persis-

THE UK government yesterday reported the biggest April rise

in unemployment for more

than 20 years while releasing industrial production figures

that suggested the recession

which also included news of a big drop in manufacturing

investment and a reduction in average earnings growth, led to fierce exchanges in the

House of Commons, where Mr John Smith, the Labour opposi-

tion shadow chancellor, urged a 1 percentage point cut in bank base rates from their cur-

rent 12 per cent.
But the Bank of England

sgain urged caution over the pace of further interest rate cuts. In its latest quarterly hul-

The latest economic dats.

may have touched bottom.

tent pressure this year from the French finance minister, Mr Pierre Bérégovoy, to cut its interest rates and thus allow an easing of French monetary policy to help boost its flagging

High real interest rates in Spain have held the peseta at the top of its 6 per cent Euro-pean Monetary System fluctu-ation band against the franc all

the French have said, for them to cut the cost of borrowing without breaking limits set in the EMS exchange rate mecha-

But with real rates in Spain remaining the highest in the EMS despite the cut, analysts did not expect the peseta to move much from its ERM cell-

That would reinforce grow ing suggestions in Spain that the government should con-

interest rate reductions, the Bank underlined the need for

the authorities to keep down-

ward pressure on inflation at a time when the economy might

be approaching a turning

Britain should or would cut

interest rates was given a new twist yesterday when the Bank

of Spain cut its key money

in rates cannot be ruled out, the Bank of England's repeated

warnings argue against a sub-stantial easing of monetary

policy later today, after the announcement of the retail prices index for April, or

A sharp drop is expected in he "headline" figure for

shortly afterwards.

Although a modest early cnt

market.

The debate over whether

sider realigning the currency upwards in the ERM.

Paris bankers yesterday said that the franc's exchange rate against the D-Mark posed a more real constraint than the peseta's strength. "With intervention on the

foreign exchange markets they have managed to maintain the franc/peseta gap at the permis-sible 6 per cent limit, but it is the D-Mark gap that is much "The cut in Spanish rates is

thus a necessary, but not sufficient condition for a cut in French rates," said one econ-The Spanish have been loath

to cut interest rates too rapidly as the Spanish economy, until yesterday's April money sup-ply figures, had been showing strong signs of new growth this year after the lifting of a Bank of Spain's move was

Robin Leigh-Pemberton, the Bank governor, and Mr Nor-

man Lamont, the chancellor,

said there was no disagree-ment over interest rate policy

between the Bank and Trea-

"We are agreed on the need

for interest rate reductions,

carefully measured against progress in the reduction in

inflation." Mr Leigh-Pemberton

Unemployment in Britain rose by 84,100 last month to 2.175m, the 13th consecutive

monthly increase in the sea-sonally adjusted total. But the

The increase in unemploy-

se was lower than in the previous two months and roughly in line with market trade

probably ordered as a political weapon ahead of nationwide local elections on May 26. Mr Mariano Rubio, the Central Bank governor, is under-stood to have offered to cut Spanish rates further at a

meeting of European central bankers in Basie last week. A cut in French rates was expected to follow almost immediately but the change of government in Paris this week may delay it briefly.

Spanish stock markets had already discounted the cut, and there was little reaction in

The government will now be hoping that Spanish commercial banks follow its lead.

After the last cut in the intervention rate, the rate at which the Central Bank auctions certificates of deposit, the banks responded by cutting rates on interest bearing

April, which takes no account of the effect of seasonal fluctu-

ations, was 56,382, taking the headline jobless figure to

The increase in unemploy-

ment was accompanied by sta-tistics for manufacturing out-

put which showed a slowdown in the rate of decline in the first three months of 1991 and

were among the first clear sta-tistical pointers to a recovery

later this year.
According to the Central Sta-tistical Office, manufacturing

output rose hy an unexpectedly strong 0.8 per cent in March.

There was a drop of 1 per cent in the first quarter com-

pared with the previous quar-

This was in a sharp contrast

2.198,455.

Japanese surplus rises

By Robert Thomson

JAPAN'S TRADE surplus for April rose 79.3 per cent from a year earlier to \$6.3bn, while the surplus with the European with the US for the first time in more than eight years.

The Finance Ministry said customs-cleared exports rose 9.8 per cent from a year earlier to \$24bn, while imports fell 3.5 per cent to \$17.7bn, as fuel imports fell 26.6 per cent from a year earlier and machinery imports 4.7 per cent. Japanese officials are grow

concerned about the polit ical consequences of the sur-plus with the EC, which was plus with the MC, which was \$2.5tn for the month, follow-ing an 18.2 per cent increase in exports to the Community, to \$4.9tn, and a 12.4 per cent decrease in imports to \$2.4tn. Ms Chiharu Sumita, of UBS Phillips & Drew, said the fig-ures were worrying for the government coming on soon government, coming so soon after the appointment of Mrs Edith Cresson as France's

prime minister. Japanese newspapers noted that Mrs Cresson has been par-ticularly critical of Japanese trading practices.

Japan's surplus with the US was \$2.26bn, as exports fell 3.6 per cent to \$6.49bn, and imports declined 1.6 per cent to \$4.23bn.

to \$4.23bn.

Imports from the Middle East fell 38.8 per cent, as the value and volume of oil imports was sharply down, while exports to the newly-industrialised economies in Asia rose 14.2 per cent to \$5.3bn and imports rose 8.4 per cent.

The strungest export growth The strongest export growth was reported for electric machines (up 14.4 per cent), ordinary machinery (up 12.9 per cent), precision instruments (up 10.6 per cent) and transport machinery (up 9.8

per cent).

Japan's overall wholesale prices in April declined 0.3 per cent from March but edged up 0.1 per cent from a year ear-lier, the Bank of Japan announced, AP-DJ adds.

The wholesale price index stood at 91.0 (1985 equals 100). Domestic wholesale prices alone decreased 0.1 per cent from March while posting a 2.2 per cent year-on-year gain, the Bank said.

Domestic prices declined in April from the previous month for the first time since November 1989, largely because of falling prices of chemicals and coal and petroleum products, a bank official said.

by 79%

ery by the autumo.

If that suggests the economy is close to a turning point, there is plenty of room for can-tion. While recent survey evidence from the corporate sec-

Carving up the grocery trade

Yesterday's £387m rights issue from Argyll looks unmistaka-bly like the last bit of a jigsaw dropping into place. Tesco. Argyll Group

Sainsbury and Argyll, who between them have 40 per cent of the UK grocery market, have now raised £1.1bn this year to fund a building programme which will increase their joint capacity by 10 per cent in each of the next three years. This unnerving rate of expansion naturally raises the question of whether the mar-ket can grow fast enough to accommodate it. But the hidden premise is that it does not have to. Asda and Gateway, with a further fifth of the market between them, may well be too crippled by debt to stay in the race. The hig three are

counting on a carve-up.

Even if this comes to pass, the question is what happens thereafter. The chief attraction of the grocery trade in recent years has been the extraordi-nary return on investment in new stores - in Argyll's case, some 30 per cent annually within 18 months of start-up. The more cash is poured in, the lower the return will be. The hig three are far too astute to respond with a price war. But they may well have to diversify, in which case the

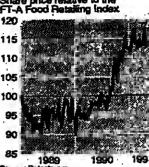
rate of return will donbtless fall further again.

Then again, there is a price for everything. Argyll, like Samsbury, has just produced a 20 per cent rise in full year earnings. If its medium-term outlook is cloudy, it can still count on another two or three years of good growth, which can scarcely be said for the market as a whole. Despite that, its historic multiple is scarcely above the market average. The market need not lose its nerve just yet.

UK economy

As ever, the problem with deriving immediate hope from yesterday's UK economic data is that the 0.8 per cent rise in monthly manufacturing output for March could well be revised right away in a month's time. The quarterly trend is slightly less encouraging. Ontput was still dropping in the first quarthe point where the second quarter could be flat. There might even be a slight recov-

tor implies some revival in confidence, there is no evi-



dence yet that this has been translated into orders. Any real benefit in the form of higher ontput is several months away at the earliest. The 11 per cent fall in compa-nies' capital expenditure for the quarter, together with the continuing rise in unemploy-ment, confirms the depth of ment, confirms the depth of the downturn. But it is proba-bly a little early to conclude we are close to the bottom of a rerun of the 1980-81 V-shaped recession. That would logically entail a recovery as sharp as the collapse last summer, which is expected only by the most diehard optimists.

France

The Paris bourse displayed admirable sang-froid yesterday in the face of France's sudden shift of political gear. The 1.3 per cent rise in the CAC-40 index was inspired partly by interest rate hopes following interest rate hopes following earlier action by the Bank of Spain. But sentiment was also helped by the correct assumption that the trusted Mr Bérégovoy will still play a pivotal role in the new team. Undoubtedly, this will serve to lessen the risks, though it will hardly eliminate them.

A plausible case can be made for assuming business as usual. Mrs Cresson's style will be more abrasive hnt experi-ence shows that her bark tends to be worse than her bite. Her programme, as sketched out on French television yesterday, looks little different from that of her predecessor, while both she and Mr Mitterrand insist that the Rocard inheritance in matters fiscal and financial will not be thrown away. Investors, though, will hardly take this sort of rhetoric on trust and will want to see firm evi-dence that the finance minister's influence remains. They are also likely to be suspicious of the new government's indus-trial policy, even if a more dirigiste approach will be good news for car and electronics stocks in the short term.

After three years with little distraction from domestic politics, the market may be in for a jumpy few months. The next test will no doubt come on interest rates, where despite yesterday's lack of action the temptation to cut must plainly

Interest rates

Yesterday's cut in Spanish interest rates caused a natural florry in the UK money mar-kets, poised as they are for a possible UK rate cut today. The connection is in fact tenuous.
The ERM currencles are curi-The ERM currences are curously arranged at present, with
the peseta at the very top, the
French franc at the very bottom and the rest huddled in
the middle. The obvious beneficiary from the Spanish move
would thus have been France,
whose failure to react was
whelly ansurerising. The pair wholly unsurprising. The only way for the French authorities to cut rates within the system is to convince the markets they are not going to, thus allowing the franc to recover. It would scarcely help to have a suppos-edly left-wing prime minister asserting herself on her first full day of office.

For the UK, today's decision on whether to cut being rates is thus a purely internal affair. It is to be hoped that the government will resist the tempta-tion, irrespective of the views of the Benk of England. At several points since ERM entry, the government has made the mistake of letting the markets believe that monetary policy is the slave of short-term political expediency. The day of a by election is no time for action; next week will do just as well.

Taurus

The good news is that the Department of Trade and Industry has finally released an elegant legal framework for the introduction of the Taurus share settlement system. The bad news is that the legislation consultation period runs into August, which means the subsequent passage of the rules through parliament is perti-ously at risk of derailment by an autumn general election or change of government. The Stock Exchange can only wear a brave face and bope its revised timetable is intact seven months from now.



"It's Huxtable in Capital Markets. Let me tell you about our latest solution in search of a problem."

If you want the solution to fit your problem, find out more about Charterhouse's tailored approach. Call Iain Houston on 071-248 4000.



ster Row, St Paul's, London EC4M 7DH. Charterhouse Bank Limit a Member of The Securities and Futures Authority. A Royal Bank of Scotland Company.

letin, it said the impact of four recent %-point cuts had still to ment last month came after rises of a revised 111,200 in with the drop of 3 per cent between the third and fourth annual inflation to about 6 per cent from 8.2 per cent in March. Yesterday both Mr The unadjusted rise for

Division over latest UK economic figures

White House may compromise on China By Nancy Dunne In Washington

A WHITE HOUSE spokesman said yesterday that the Bush administration would consider attaching conditions to the annual renewal of China's Most Favoured Nation (MFN) trade status.

The suggestion implied that the White House may seek a compromise rather than face a politically damaging brawl in Congress which would allow the Democrats to emerge as human rights champions and the president as too weak to stand up to Peking. "We're in the consultative

WORLDWIDE WEATHER

process within the government right now on whether or not there should be conditions on it and exactly how do we analyse the buman rights situation in China at the moment, Mr Marlin Fitzwater, the president's spokesman, said.

Just the suggestion that conditions might be attached to MFN sounded an alarm through the US business com-munity. Mr Peter Lo, Hong Kong's minister of economic and trade affairs, yesterday said conditionality would be as damaging for Hong Kong as a

failure to renew MFN.
"It would only create more uncertainty, particularly in relation to investors and business plans," he said. Hong Kong handles 70 per cent of China's exports. Loss of MFN status would probably result in

a contraction of Hong Kong's overall trade flow by \$12bn. Mr Robert Kimmitt, the US under-secretary of state for political affairs, visited Peking earlier this month and asked China to free dissidents, but his request was rejected. Various proposals to attach

conditions to MFN renewal have been under discussion in Congress. One would cut off trade benefits to China after six months unless Peking releases political prisoners, ends arrests of pro-democracy activists, limits weapons sales and buys more US products. Another would give China a

rights practices and allow free-dom of religion. In Peking, a foreign ministry

year to improve its human

spokesman, Duan Jin, yester-day repeated that China would

not accept any conditions.



FINANCIAL TIMES COMPANIES & MARKETS



INSIDE

Mexico unscrambles telephone sell-off



Burning ambitions

In April, Nigeria exported its first coal for more than two decades. The effect of civil war in the late 1960s and the discovery of crude oil have for many years eldelined the coal industry. But a joint venture between e British-based com-peny and the Nigarian government promises to bring coal back into the country's Industrial nture between e British-based commainstream. William Keeling reports. Page 32

Dollar rate behind 12% BOC fall



Profits at BOC, the Industriel gases and health care group, fell 12 per cent in the six months to Merch 31, as a result of adverse currency movements and increased interest charges and capital expenditura. Mr Patrick Rich (left), who became chief executive in Dacember and will

replace Mr Richard Glordano as chairman next year, sald it was meaningless to look at the results without taking account of the adverse novement of the doller. Page 29

General keeps 'em guessing Take a secretive Italian Insurer. Add a wholly

unexpected L1,750bn (\$1.4bn) rights Issue. Then insart terms devised by an even more escretive bank. That is the recipe for the Mediobanca-led rights issue by Generall, Italy'e biggest insurance group, which has left stock market analysts filming and provoked a parliamentary summons to the head of Consobitaly's stock exchange watchdog, for an explanation. Page 22

Shares go island hopping



For the past month Carlbbean investors have been testing the uncharted waters of crossborder trading on the region's three exchanges. The fledgling exchange, with a combined capitalisation of \$1.5bn, offers access to 86 listed stocks. Most of the activity has been between Jamaica and Trinidad. The third, Barbados, has not had any cross-border

Market Statistics

Base N	nd.	10 17	ites	
Bench				da
FT-A b				
FT int	book	i sv	08.	
Financi	at fu	dure	5	
Foreign	1 694	han	ges	
Londor				

London traded options London tradit options Managed fund service Money markets New int bond Issues World commodity prices World stock mich Indices UK dividends amounced

Companies in this issue

Air Canada Bond Corporation Burns Philip Cap Germini Sogeti Expansion F&C Germany Fine Art Devs Fruit of the Loom

LWT La Générale London & Assoc Inv Nat'l Australia Bk Navistar New Japanese Secs Nintendo Nomura Secs Royal Insurance
Sanyo Secs
Sherwood Group
IT Group
Thomson Corp
Time Products
Tomkinsons

Chief price changes yesterday

Hartstone Hewlett-Packard

- 110 - 110 - 200 - 900 1090

4013

Friday May 17 1991 THE FINANCIAL TIMES LIMITED 1991.

Sharp falls at Japan's securities firms

JAPAN'S securities houses yesterday reported sharply lower profits for the fiscal year to the end of March, reflecting the effects of the Tokyo stock market

effects of the Tokyo stock market plunge and the collapse of com-mission income — that compa-nies now hope has stabilised. The Big Four houses, Nomura, Daiwe, Nikko, and Yamaichi, recorded falls in pre-tax profit of between 52 per cent and 72 per cent. Second-tier brokers were particularly hard hit suprements particularly hard hit, announcing drops of 90 per cent and more. In explaining the poor results,

all brokers pointed to the dra-matic fall last year in the Nikkei average, which was down by as much as 48 per cent, as well as to the year's consistently low trad-ing volumes, and to the paucity of new share issues. Second-tier brokers were badly

bruised because plans to diver-sify with expansion in areas such as derivatives, coincided with the stock market's collapse. Sanyo Securities reported a 94.7 per cent fall in pre-tax profit, New Japan Securities was down 89.1 per cent, Kankaku fell 90.7 per cent,

and Yamatane reported a loss. and Yamatane reported a loss.

Nomura, tha largest Japanese house, reported a 522 per cent fall in pre-tax profit to Y233.5hm (£970m), as operating income fell 30.2 per cent, including a 43.3 per cent drop in commissions and e 24.4 per cent fall in profits on securities dealings.

The company blamed the increases in Jepan's official discount rate (ODR) last year for having undermined the stock market and "dampened the bond

market and "dampened the bond market". Daily turnover on the Tokyo exchange was 31 per cent

lower last year, while the number of shares handled by Nomura was down 43 per cent. The com-pany's bond trading volume was down 17 per cent.

Daiwa reported a 61.9 per cent fall in pre-tax profit to Y119.3bn, a 27.7 per cent drop in operating income, including a 42.9 per cent fall in commissions and e 48.8 per cent reduction in profits on secu-

rities dealings.

The company said last night that profits were likely to increase slightly this year, although that "depends on what

per cent fall in pre-tax profits to Y72.9bn, on a 37.3 per cent fall in happens to the official discount rete". Brokers have been waiting for the past few months for e reduc-tion in the ODR, which stands at 6 per cent, but the Bank of Japan has yet to respond, believing that further air should be released from what Japanese cell "the operating income, including a 45.7 per cent fall in commissions and a securities trading loss of from what Japanese call "the hubble economy". The bank is known to fear that a premature ODR cut could prompt a return to the stock market speculation that pushed the Nikkei everage to record highs in late 1989.

Yamaichi Securities reported a Yamaichi Securities reported a 71.1 per cent fall in pre-tax profit to Y67.5bn on e 37.2 per cent decline in operating income. Commissions fell 47.1 per cent, while the company reporteds small profit of Y6.2hn. down 59.6 per cent, on securities dealings. More securities results plus table Page 31 Nikko Securities reported e 72 table, Page 31

Atlas Copco falls 36% amid weak demand

By John Burton in Stockholm

EUROPE'S higgest air compressor manufacturer, Atlas Copco, yesterday reported a 36 per cent drop in profits after financial items to SKr250m (\$41m) for the first quarter of 1991.

Atlas, which also manufactures industrial and mining equipment, did not make a forecast for the year. However, it predicted that profits would be lower than last year's SKr1.27bn. It said that there was no sign of an upturn in orders. Sales fell 8 per cent in the first four months, Atlas said. Rationalisation costs would also

affect profits for the year.

The decline was blamed on a continuation of the weak demand that lowered 1990 earnings by 17 per cent. Sales fell in the first three months by 10 per cent to SKr3.54bn; with singgish demand

Spain

banks

weighty

merger

Banco Central Hispanoam-ericano stumbles on to the scales like an overweight

and out-of-breath boxer. The

merger announced on Tuesday night between Central and Hispano Americano may have created the biggest bank in Spain, but not one which is fighting fit.

The merger could bring an extra Pta250hn in reserves

(\$2.3bn) to an institution which already has Pta8.800bu in assets — more than any other bank in Spain. But all the signs are that the new bank — over-burdened with staff and hranches — is going to need all the help it can

Hispanoamericano was created to compete with the merger of

to compete with the merger of Spain's public banks, Corporacion Bancaria de Repana (CBE), with assets of Pta8,300hn, and Banco Bilbao Vizcaya (BBV), with Pta7,706hn.

The Pta250hn is the capital gain from a revaluation of tha Central and Hispano assets when they merge in the next few months. If the government is happy with the merger, it will allow the gain to be tax free.

Mr Carlos Solchaga, the Spanish finance minister, could hardly hide his satisfaction at the decision. Mr Alfonso Escamez and Mr Jose Maria Amusategui, the presidents of Central

mez and Mr Jose Maria Amusategui, the presidents of Central and Hispano, he said, had "put aside their personal wishes or vanities and taken the interests of the banks, the shareholders and the country into account".

Madrid has been pressing Spanish harks to merce since

Madrid has been pressing Spanish banks to merge since about 1987. Until then the government had only succeeded in persuading Banco de Bilbao and Banco de Vizcaya. They marged in 1988 to become BBV, then the country's higgest bank.

Frustrated, Madrid announced almost three weeks sen that it

Frustrated, Madrid announced almost three weeks ago that it would merge all state-owned financial institutions - probably into Banco Exterior. The CBE, said Mr Solchaga, "would be belligerent in the markets". The news, combined with shrinking retail margins, was enough to scare Mr Escanes and Mr Amusatewil Their deal was done in a

sategui. Their deal was done in a

fortnight.

Three things begin to happen now, none of them easy.

First, the two banks, their regional banking affiliates and part of their directly-controlled industrial holdings must co-ordinate and merge their personnel.

and, somehow, their cultures.

A BBY this process is still not complete. Many ex-Vincaya man-

complete. Many ex-Vincaya man-agent feel they are subordinate to colleagues from Bilbao. At Central Hispanoamericano,

"you could not have two more different cultures," says ons

senior Hispano manager. "In

on a

air in the Nordic and North American markets, and a decrease in

can markets, and a decrease in South America.

Orders fell by 8 per cent to SKr4.15hn in the first quarter. Restructuring costs for mining and industrial equipment sectors, including cutting the work force by 1.500 people, further reduced profits by SKr65m. This accounted for a third of the 40 per cent fall in operating earnings to SKr253m.

ings to SKr253m.

The compressor sector, which is Atlas Copco's biggest unit, suffered the smallest profit decline at 4 per cent to SKr256m. Sales fell by 5 per cent to SKr256m. Sales fell by 5 per cent to Skr271bn. In recent years, Atlas Copco has focused on expanding its compressor sector. The group has been steadily reducing its depen-dence on mining equipment, its traditional business.

The mining sector lost SKr25m in the first quarter, compared with a profit of SKr3im e year ago. This reflected weak orders for drilling rigs and rock drilling tools, Sales fell 20 per cent to

Skr1.01bn. Yesterday's results held some disappointment for Mr Michael Treschow, the group's new presi-dent. Before assuming his post last month, Mr Treschow was head of the industrial equipment husiness, another area of corpo-rate expansion.

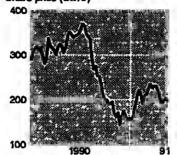
Profits for industrial tools fell 41 per cent to SKr70m, while sales declined 6 per cent to SKr817m. Gambro, the Swedish dialysis

and cardiovascular surgery equipment company, yesterday revealed an 85 per cent rise in profits after financial items to

Top eight financial institutions

5,200 3,100

Atlas Copco Share price (SwKr)



SKrI41m during the first quarter of 1991. The acquisition in the US of Cobe Laboratories, which was not included in the correspond-ing results a year ago, contrib-uted to a 66 per cent jump in sales to SKr1.35bn.

Gambro predicted that the profits growth for the rest of the year would not match the rate achieved during the first quarter. However, earnings for 1991 should at least reach last year's level, when Gamhro reported record profits of SKr406m.

Hanson move seen as test of ICI defences

INTERNATIONAL banks are unlikely to support e hid hy Han-son, the acquisitive UK industrial son, the acquisitive UK industrial conglomerate, for Imperial Chemical Industries, it emerged yesterday as the implications of the purchase of a 2.8 per cent stake in ICI reverberated through the City of London and Westminster. It is increasingly clear that Hanson bought the stake to test the extent of political and financial opposition to an eventual hid for ICI.

Close advisers to Lord Hanson.

Close advisers to Lord Hanson, the conglomerate's founder, indicated he was taking the first steps in a long-term strategy to test ICT's defences. One said the stake buying, which was dis-closed yesterday, was the "first note in e long concerto". Lord Hanson, speaking after receiving an honorary doctorate

in his home town of Huddersfield stressed his group hed the resources to take advantage of the way the recession has hit groups such as ICL

He said: "We have got very high tash balances and have about £7bn on deposit. At Hanson it has been clear we have been building np for e recession for some time and so we have built up our reserves."

Analysts expect a bid to be pitched at ahout £15 to £16 a share, valuing the company at \$11.3bn (\$19.5hn). ICI sheres closed up 489 et 1,266p after ini-tially gaining 70p. Hanson's move brings together two companies which exemplify

sharply contrasting aspects of British indostry. Hanson grew strongly in the last decade through a string of ever more ambitious acquisitions, while ICI

foremost manufacturers with a record for heavy spending on research and development. While ICI has been hit by the recession, Hanson is searching for a large takeover to inject new growth

into the company. However, senior bankers cast doubt on Hanson's ability to gen-erate the political and financial momentum to bid for a company which is a pillar of the British corporate establishment.

It is estimated it would have to borrow about £5hn-£6bn from at least 12 banks for an all-cash hid. British banks in particular are wary of supporting such s move fearing they would lose ICI as e customer and provoke a public

Their wariness makes it increasingly likely Hanson would have to finance a bid using an exchange of shares or by reach-ing prior agreement on the sale of e substantial chunk of ICI. Meanwhile, ICI maintained its official attitude of ignoring Han-

son's move although it is known that the company is preparing its Sir Denys Henderson, ICl's chairman, attended a lunch for

institutional investors et Smith New Court, the brokers who on Tuesday bought the 20m shares. Sir Michael Richardson, Smith New Court's chairman, sold Hanson the stake on Monday after noon, went short on the position overnight and into the market the following day.

Although Hanson is expected

to try to gather e consortium of companies which might buy parts of ICI, European chemical industry executives said they had not had contact with Hanson. Hanson and ICI, Page 27

has e reputation as one of the Central'e insurance, building

tape. In Central, it is all senior-ity. But the young people are ours and they are hungry."

Banco Bilbao Vizcaya

Banco Santander

Caja Madrid

Banco Popular

La Calxo"

ours and they are hungry."

Mr Escamez, now 76, will run
the bank until next year. Then,
Mr Amusategui will take over
and the jockeying for position
will be bloody.

Second, the banks must cut
jobs and close branches where
duplicated. The process will be
slow and expensive. BBV has cut
just 3,000 jobs in three and a half
years and Central Hispano has
much further to go than that.

Lastly, the new bank has to
decide what to sell. Central and

Peter Bruce in Madrid looks at the challenge of combining two of the country's leading financial institutions

Hispano industrial affiliates together account for about 5 per cent of GDP. Central is strong in manufacturing and Hispano's strength lies in ecrylces. Between them, they have three insurance companies, one of which might be sold. There are already enough foreign insurers looking for a way into Spain.

The institutions might not have to look too far for buyers; their-merger will create the largest presence of foreign shareholders on the board of any big Spanish bank. Commerzbank has held 10 per cent of Hispano since 1983 and

because of this stake it will auto-

matterally become the merged bank's biggest shareholder with a 4.4 per cent holding. Hispano bought 5 per cent of Commerzbank in 1989. At Central, Mr Escamez has invited three French shareholders on to his board in the past two years. Between them, UAP, the insurer, the Bouygnes construction group and Rif Aqui-tains, the oil group, have about 12 per cent of Central. All three are already collaborating with

and refining companies.

Disposing of assets to bump up profits is an old trick in Spanish hanking. It has become pronounced again following Banco Santander's bid in 1989 to capture clients by offering interest-

2,765 2,296 1,365 2,681 937

1,657

5,372 3,612

3,482 2,792 1,838

Before 13% acquisit Source: FT estima

530

2,500 185 1,838 1,400 150 1,829

ture clients by offering interest-bearing current accounts.
As a result, net profits in the sector last year, as a percentage of total assets, fell from 1.54 per cent to almost 1.5 per cent after increasing from 1.4 per cent in 1988. Shrinking retail margins are the key to explaining why banks are merging again. They believe that only by getting hig-ger can they move efficiently ger can they move efficiently into fee-paying services and away from retail. In 1989, average Spanish retail lending margins equalled 4.4 per cent of total assets, the highest in the European Community after Greece and Portneral

pean Community after Greece and Portogal.

No one believes the concentration of Spanish hanking has ended with the Central Hispano merger. Attention is likely next to focus on Mr Mario Conde, the president of Banesto, and Mr Emilio Botin, chairman of Banco Santandar. Mr Conde, who failed to merge Banesto with Central in 1989 is having a tough time 1989, is having a tough time modernising its banking husiness while trying to attract investors to the industrial arm, Corporacion Industrial.

Mr Botin, on the other hand, has won Santander a cintch of new customers by being the first to offer high-yield current accounts. Hs has also been aggressively huying banking stakes outside Spain. Santander now owns 10 per cent of Royal Bank of Scotland and 13 per cent of First Fidelity in the US. Mr Botin, who sold some regional banks and stakes in electrical utilities recently, is sitting on a cash pile of about \$800m. The markets are convinced that Santander is looking for a signifi-

cant Spanish acquisition.

Banco Popular, the smallest of the big commercial banks, and the most profitable in the world, is too well protected to raid. Banesto then? Mr Conde would not give anything away. But if the arguments for size begin to appeal, then he and Mr Botin might wonder whether the birth parts of a recognition of the begin to he will be the condensate of the protection. pains of a merger might not be worth it in the end.

This announcement appears as a matter of record only.

NORTHERN ROCK BUILDING SOCIETY

£150,000,000 Fully - Drawn Syndicated Credit Facility

Baring Brothers & Co., Limited ◆ Westdeutsche Landesbank Girozentrale

Bayerische Landesbank Girozentrale Clydesdale Bank PLC

DG Bank Deutsche Genossenschaftsbank

Hessiche Landesbank Girozentrale

Hill Samuel Bank Limited ◆ J. Henry Schroder Wagg & Co. Limited

National Westminster Bank PLC Standard Chartered Bank

The First National Bank of Chicago The Royal Bank of Scotland plc

The Sanwa Bank, Limited • Westdeutsche Landesbank Girozentrale

Den Danske Bank Postipankki Ltd

Société Générale • The Chuo Trust and Banking, Limited

The Fuji Bank, Limited ◆ The Sumitomo Trust & Banking Co., Ltd

Union Bank of Finland Ltd Banque Internationale a Luxembourg S.A.

Baring Brothers & Co., Limited

Baring Brothers &Co., Limited

April, 1991

Buoyant Argyll taps the market for £387m

By John Thornhill in London

ARGYLL Group, which owns tbe Safewey grocery chain, yesterday stacked up its chips to compete in the great super-store building competition by announcing a rights issue to

The company also brought forwerd its annual results showing a 19 per cent improvemeot in pre-tax profits to \$290.8m (\$503m) before excep-

tional items.

This latest move from the third largest supermarket chain in the UK follows similar fund-raising and store-expansion programmes in the past six months by its rivals J. Sainsbury and Tesco.

in January Tesco tapped the stock market for £572m and Sainsbury has raised funds through an issue of £200m of convertible capital bonds and a

£135m sale and lease-back deal.
Argyll's one-for-six issue
priced at 250p a share will be
applied to Safeway's accelerating store development progrs mme. The company's shares slipped slightly on the news yesterday to close 10p lower at 297p. Since 1987 the number of

Safeway stores has grown from 133 to 310 more than tripling selling space to over 6m sq ft. Argyll plans £450m in capital

AEG. the loss-making electrical and electronics sub-

sidiary of Daimler Benz, hopes

to improve its operating result this year, but will still be in

Mr Ernst Georg Stockl, the

uew chief executive, said the German company was working oo a solutiou for Olympia, its

office equipment unit, which made an increased loss in

manufacture of other Daimler

This would involve the sale of its marketing and service operation and the possible

AEG stays in the red but

hopes for improvement

ing to more than £500m in the two following years. Following the rights issue, Argyll will have pro forma shareholders funds of £1.2bn and a cash balance of £221m.

Argyll, Sainsbury and Tesco will build about 60 superstores this year at a cost of well in excess of £2bn. Sainsbury, which announced a 15 per cent rise in pre-tax profits this week, said it had a better stock of sites than ever before and would be raising its sales area at a rate of 8 per cent a year. In the year to March 30, Argyll's sales grew by 15 per cent to \$4.760n from \$4.140n.

cent to £4.760n from £4.140n.
Operating profits rose by 27
per cent to £285.3m increasing
the net trading margin to 6.3
per cent from 5.7 per cent.
Excluding the previous
year's £16m exceptional provision relating to the conversion
of some Prest stores to the

Wilhelmshaven, north Ger-

AEG has already announced a net loss of DM205m (\$119.80m) for 1990. Mr Gunther

Schad, the finance director, said the loss was between DM400m and DM450m - roughly half caused by Olym-

pia – before being partly offset by funds from earlier sales of some activities to Daimler. Cash flow fell to DM436m from DM809m and net liquidity to

In the first four months of

1991, order inflow was up by 2

of some Presto stores to the Safeway format, pre-tax profits were up 28 per cent.

During the year, Argyll opened 18 Safeway stores with an average size of 28,000 aq ft. Earnings per share, before exceptional items, rose 20 per cent from 18.4p to 22.1p. Argyll is recommending a final divideud of 5.85p bringing the yearly pay-out to 8.7p (7.25p), over the period.

The level of gearing in Shell's operations has now dropped to an impressive 1 per

the next five years and an internal focus on costs, particularly in North America." North American operations account for 28 per cent of assets but 7 per cent of earn-

company's performance is its chemicals arm which saw income drop to £89m in the first quarter - £70m below the same period last

March 31

Shell ahead despite sliding oil prices

By Deborah Hargreaves

STEONG INCOME from refining and marketing oil products lifted profits for the Royal Dutch/Shell group, the Angio-Dutch oil company, by 48 per cent in the first quarter to \$1 23hm (\$2 12hm) from to £1.23bn (\$2.12bn) from £826m in the same period last

year.
Gains from corporate items
— largely the benefit of foreign currency transactions —
helped the group weather the
storm of falling oil prices over
the quarter and, in spite of a
stock loss of £378m, income on an historical cost basis rose to £847m from £816m in the same

1990 quarter. However, Sir Peter Holmes, Shell chairman, said the cyclical downturn in chemicals and the likelihood of surplus refining capacity makes for a cau-tious outlook for the rest of

the year. The drop in oil prices in the first three months of the year freed some 2860m of working capital that had been tied up in oil stocks at Shell. This partly led to a £1.6bn increase in cashflow from operations to £2.4bu despite u 10 per cent rise in capital expenditure

"A lot of things are going right for Shell," said Mr Fergus McLeod, oil analyst ut County NatWest in Edinburgh. "In contrast with the majority of oil companies, Shell has a rising production profile over

ings.

The group's oil output rose by 2 per cent in the first quarter to over 2m barrels a day (b/d) and gas production was up 5 per cent to 7.61km cubic feet u day.

The one cloud in the converges performance is the

Haig Simonian explores the background to the Italian insurer's \$1.4bn rights issue Department (ECGD). It is also indirectly involved in Axa-ARE a secretive Italian

insurer, run by a vet-eran chairman. Add a wholly unexpected L1,750bn (\$1.4bn) rights issue. Then insert terms devised by an even more secretive bank dominated by an equally venerable

That is the recipe for the Mediobanca-led rights issue by Generali, Italy's biggest insurance group, which has left stock market analysis fuming stock market analysis running and provoked a parliamentary summons to the head of Con-sob, Italy's stock exchange watchdog, for an explanation. Meanwhile, Generali's share price, which has surged by

around 30 per cent since the end of last year on takeover talk, has slumped as investors have sold heavily. That is not surprising since Generall has not bothered to explain wby it wants the money, and even failed to pro-

vide adequate details for its Thus the fact that, after a 12-month grace period, the sec-ond payment on its new warrants will rise in line with the interest rate on one-year Trearemain stable at L6,000 - has still not been understood.

Three theories have emerged as to why the company wants so much money. Generall is one of two remaining bidders for part of the UK's Export Credits Guarantee

Midi's talked-about \$1hn bid for a 40 per cent stake in Equi-table Life of the US.

The ECGD offshoot could cost around £30m (\$52.4m). Even adding the multiple of that sum required to recapital-ise and invest in the business would still leave Generali with an awful lot of change from its

plans of Axa-Midi, in which Generali has just over 16 per cent, go through and Generali takes up its full share in some future Axa rights issue, that again leaves plenty of cash to

Hence the possibility that

Generali is building a war chest, with a takeover candidate perhaps already in mind.
Guardian Royal Exchange, a
UK composite weighted
towards the uon-life side, is a long-standing possibility, but probably excluded on the grounds that Generali does not want to raise its UK non-life exposure, which already accounts for around 5 per cent of last year's consolidated group premium income of L15,835hn.

Fist's Toro insurance subsidiary has been mooted - and regularly denied. But even if the purchase rumours were true, analysts would expect payment to be in the form of Generali shares rather than

Generali keeps the stock market guessing

1990

That leaves the US, which only accounted for 2 per cent of Generali's 1989 group premium income. Last year, it spent \$285m on Business Men's Assurance, a small life group. The most plausible takeover scenario has Generali expand-ing BMA, probably through a US acquisition.

Theory 2, Generali needs the cash: Although traditionally seen as being bloated with both securities and property portfolio, this theory may be plausible. Evidence comes from the fact that Generali's 1994 the fact that Generali's 1990 parent company earnings fell 10 per cent to L361bn in 1999. That is poor compared with the 1.2 per cent rise to L137.8bn reported by Riumione Adriatica di Sicurta (RAS), Italy's second

iggest insurer. While RAS made up for the

heavy underwriting losses being suffered in the industry by disposing of property and securities, Generali let profits

Admittedly, it released only parent company figures, and consolidated earnings may be better. But some analysts say Generali's results imply it has a smaller financial cushiou

than widely believed.

Generali's latest dividend, which has been cut to Liso a share from Liso last year, bolsters that view. The latest payout is boosted by a free savings share in Gen-erall'a Allegaza life insurance

subsidiary for every 250 Generali shares held, making for a 14.5 per cent rise in value overall, Generali says.

But the Alleanza shares

come from Generali's own stock, adding weight to the feeling that it is trying to husband funds. The move is also unpopular.

Kight new savings shares in Alleanza are little use to Generali's 140,000-odd small share-

holders, with an average 2,000 shares each," says one analyst. snares each, says one analyst.

Even big institutions would
prefer cash.

Theory 3, A conspiracy: Generali's rights issue is less a

means of raising money than of reinforcing the position of Mediobanca, which already has 5.6 per cent of Generall, and its allies, notably Lazards. The theory has its merits in view of the complex structure

of the latest deal, which of the larest deal, which involves one new 10-year warrant for every four shares held.
The warrants, which can be converted into new Generali shares, cost an initial L6,000 each, plus at least another L6,000 when exercised into new shares. As the Mediobanca consorting is underwriting the spring. As the meanwhile other sortium is underwriting the whole deal, any warrants and associated voting rights— not not taken up will remain in

its hands. In the event of no warrants being taken up, Mediobanca would hold sway over an addi-tional 20 per cent of Generali's

expended share capital.

The conspiracy argument claims the whole deal has been created in order to make the warrants mattractive to investors. That will allow Medio-banca to exert influence for the next 10 years at the minimum

cost, and open the door to a friendly party at will.

On the other hand, Italy is a country where conspiracy the-ories thrive but often never take shape.
If Generall's aim has been to

shake up the often predictable world of international insur-ance, it has certainly suc-

But for those hoping that the group, which is Italy's closest parallel of a widely-held "public company", might provide an example for popular capitalism, disappointment and cyni-cism are once again more

Cap Gemini Sogeti plans FM expansion in Europe

By Alan Cane in Paris

CAP GEMINI SOCETI, the leading French computing services company, which last year bought Hoskyns of the UK, is planning to capture a big share of the European mar-ket for facilities management

FM involves taking over a customer's computer systems and computing staff and pro-viding a fee-based data process-

ing service.
It is an area in which CGS has not previously been involved, but, as cost pressures and technological complexity increases, FM is growing in popularity among large compa-nies.

Marketing consultancies esti-mate growth in Europe this year at around 25 per cent, well in excess of growth rates for other IT services.

The overall European mar-ket could eventually be worth \$2bn a year. Hoskyns is the leading UK

FM supplier, with some 40 per cent of the market, but it has little presence in Europe. CGS is establishing a new joint venture company - Cap Sesa Hoskyns - between Hos-kyns and its systems subsidiary, Cap Sesa, to sell FM services first in France and eventually in other countries

Banco Exterior de Espana has good quarter

STATE-CONTROLLED Banco Exterior de Espana, which is to be the cornerstone of Corporacion Bancaria de Espanola (CBE), the newly-created finan-cial giant in Spain, has raised first-quarter net profits by 23.4 per cent to Pta4.7hn (344.8m)

writes Tom Burns in Madrid.
The bank reported an 8.6 per cent improvement on operating margin, following u 4.3 per cent rise in last year's first quarter. Operating costs rose just 0.8 per cent against the same period in 1990.

Mr Francisco Luzon, the 42-year-old chairman appointed to build up Exterior's profitability in 1988, is tipped to be the CBE's first chairman.

La Générale acts to cut debt by raising BFr8.25bn

SOCIETE Générale de Belgique is to raise BFr8.25bn (\$237m) by selling two minority stakes and a tranche of its own shares, thus taking a large step towards its goal of reducing debt by BFr25bn within 12

Belgian's largest holding company, which last mouth announced a 40 per cent fall in net group profit, is seeking a drastic cut in its BF730.3km of net short-term debt. The main impulse for the reduction has come from Compagnie Finan-cière de Suez, the Freuch financial and industrial couglomerate which owns 61 per cent of La Genérale.

La Générale is selling its 31 La Générale is selling its 31 per cent stake in Compagnie immobiliere de Belgique (CIB), a real estate company, for BFr3.85bn to Tractablei, the Belgian utilities and service company. Tractabel has also bought La Générale's 9.9 per cent stake in Fibelpar, an investment group, for BFr2.8bn.

BFr2.8bn. La Générale is to raise a further BFri 6bn by selling 700,000 of its own shares to outside investors, but Mr Genard Mestrallet, managing director, repeated the company's inten-tion to keep its large minority holdings in other Belgian groups, including Tractebel.

والبنك السعودي الامريك Saudi American Bank

DM742m from DM1.2bn.

FINANCIAL HIGHLIGHTS

UNAUDITED AS OF MARCH 31, 1991

March 31

	1991	1990
	SR '000	SR '000
Assets		
Cash and Due from Banks	11,264,637	13,454,502
Loans and Advances (net)	7,910,212	6,259,066
Other Assets	10,949,504	6,593,500
Total Assets	30,124,353	26,307,068
Liabilities and Shareholders' Funds		
Customer Deposits	22,593,298	20,651,686
Due to Banks and Other Liabilities	5,230,749	3,603,716
Shareholders' Funds	2,300,306	2,051,666
Total Liabilities and Shareholders' Funds	30,124,353	26,307,068
Contra Accounts	39,856,096	23,407,392
Statement of Earnings		
Operating Revenue	257,095	228,525
Less: Operating Expenses	(113,934)	(87,606)
Total Operating Income	143,161	140,919
Transfer to Reserves	(11,156)	(19,006)
Net Income for the quarter ended		
March 31, 1991	132,005	121,913

For further information, please contact Head office: The Corporate Secretary, Saudi American Bank, P.O. Box 833, Riyadh 11421,

Kingdom of Saudi Arabia. Telephone (01) 477 4770. London branch: The Manager, Saudi American Bank, Nightingale House,

65 Curzon Street, London W1 Y 7PE, U.K.

Istanbul branch: The Manager, Saudi American Bank, P.O. Box 49, Levant, Istanbui, Turkey.

Geneva office: The Manager, Samba Finance S.A., 16 Rue de la Pelisserie, 1204 Geneva, Switzerland.

New York Representative Office: The Manager, Saudi American Bank,

399 Park Avenue, New York, NY 10043, U.S.A.

WestLB

Westdeutsche Landesbank

has acquired certain assets and personnel from

Security Pacific Trade Finance a subsidiary of Security Pacific National Bank

The undersigned assisted in the negotiations and acted as financial advisor to Westdeutsche Landesbank

JPMorgan



Bankers Trust

International Capital N.V. (Incorporated in the Netherlands Antilles) U.S.\$200,000,000

Guaranteed Floating Rate Subordinated Notes Due 1996

For the three months

20th May, 1541 lu 20th August, 1961

the Notes will carry an interest rate of 63 to per cent
per annum and interest payable on the relevant
Interest payment date 20th August, 1991 will be US\$158.13 per US\$10,000 note

National Westminster Bank PLC Group Treasury Settlements, London - Agent Ban

THE TOKYO
ELECTRIC POWER
COMPANY,
INCORPORATED

the next six month period, 20th lay, 1991 to but excluding, 20th vember, 1991 the Notes will carr interest rate of 7.15 per cent per

WOOLWICH Building Society

2100,000,000 Floating rate notes due 1994

Notice is hereby given that the notes will bear inte per annum from 16 May, 1991 to 16 August, 1991. Interest payable on 16 August, 1991 will amount to £294.59 per £10,000 note and £2,945.89 per £100,000

Agent: Morgan Guaranty Trust Company

JPMorgan

INTERNATIONAL COMPANIES AND FINANCE

Weak economy hits Australian banks | Burns Philp

By Kevin Brown in Sydney

Mers & Million Mar.

acts to ce

ng BFr8.3

WESTPAC. Australia's biggest bank, and National Australia Bank yesterday reported sharply different interim results, but both said profits had been depressed by Australia's weak economy, and forecast e difficult second had.

Westpac reported a 55 per cent increase in operating profits to A\$241m (US\$188.2m), but cut the interior dividend from 25 cents to 15 cents, fully franked, to reflect the grim

Sir Eric Neal, chairman, said the bank had achieved the improvement by reducing oper-ating costs, cutting bad debt charges and eliminating negative margins on housing However, he said the second half would be "subdued;" and warned that the final dividend would depend on the extent of the economic recovery expec-ted to begin in the second half of the year.

Westpac said net profit after abnormal items tell 38 per cent to A\$219m after inclading an almormal loss of A\$22m relat-ing to an adverse court ruling on the tax liability of Austra-



Sir Eric Neal: subdued second half for Westpac

lian Guarantee Corporation (AGC), a finance subsidiary.

However, the net figure for last year's first half was inflated by an abnormal profit of A\$198m achieved by transferring surplus funds from the group's pension fund. The transfer was subsequently challenged by the benking trade union and is subject to a Westpac said charges and

provisions for bad debts increased substantially in AGC and Bill Acceptance Corporation, mainly relating to property loans where asset values have fallen sharply.

The totel charge for bed dehts fell to A\$552m from

period last year. The bank said it had made a "prudent" provision in relation to its exposure to the 'Adelaide Steamship group, but gave no details.

National Australia Bank said interim net profit fell by 18 per cent to A\$381m after an increase of 84 per cent in bad debt charges to A\$456m. The result was in the range forecast hy analysts, but the bank surprised the market by cutting the interim dividend by

A\$586m in the comparable

4 cents to 22 cents, fully franked. Mr Don Argus, managing director, said he did not expect the economy to hottom ont until early 1992, and suggested the recovery might he delayed until the middle of the year.

Mr Argus said the bank's provisions policy was "prudent," but declined to say whether a specific provision had been made to cover its exposure to Adsteam. NAB said its Custom Credit

division made an interim loss of A\$69m, in spite of a tax credit of A\$46m, after charging A\$131m for bad and doubtful debts. The division reported an operating profit of A\$18m in the comparable period of last

The bank said its UK and Irish hanking husinesses contributed A\$166m, compared with A\$124m in last year's first half. However, the result included a full six-month contribution from Yorkshire Bank for the first time. NAB also owns Northern Bank and Netional Irish Bank in Ireland, and Clydesdale in Scotland.

The email Perth-hased Challenge Bank said it would pass the dividend after interim net profit fell from A\$7.9m to
A\$1.1m after a charge of
A\$14.5m for bad and doubtful
debts — double last year's
level.

Earnings tumble at Japanese brokerages

By Emiko Terazono in Tnkyo

EARNINGS for Japan's 10 and dealing equipment. Consecond-tier brokerages fell cern over the deteriorating market has led some to look et second-tier brokerages fell sharply for the year to March 1991, with some recording

losses due to last year's sharp fall in the stock market.

The small and medium-sized securities bonses, which rely heavily on brokerage commissions, were hurt by the average 7 per cent cut in stock broker. ege commissions last June and the low turnover in the stock merket following the crash. Income from commissions fell around 40 per cent et most bro-

kerages. New Jepan Securities, Kan-ksku Securities, Sanyo, Yama-tane and Dalichi have decided not to pay summer bonuses to board directors, while others will be cut by up to 50 per cent. The second-tier brokerages were also hurt by their exten-

By Emiko Terazono in Tokyn

NINTENDO, the game-maker which started the video game craze with its cartridge-based computer games, doubled prof-

its in the the year to March

The company's consolidated pre-tax profits rose to Y141.5bn. (\$1.01bn) while sales surged 96.4 per cent to Y471.4bn. After-

reducing costs by cutting computerisation schemes sharply, and by moving back-office per-sonnel into sales departments. For the current year, the securities houses are project-

ing moderate increases in pre-tax profits and operating markets, brokerage officials continue to be pessimistic.

New Japan Securities pretax profits fell 89.1 per cent to Y5.4bn (\$39m), with operating income declining 25.6 per cent

to Y154.1bn. • Sanyo Securities' pre-tax profits fell by 94.7 per cent to Y2.4bn, while operating income fell 29.4 per cent to Y115.2bn. It posted losses of Y1.1bn in its bond trading and Y371m in its warrant trading business.

BIG FOUR SECURITIES FIRMS Pre-tax profit Ym dealings Ym 688,316 (-30.2%) 100,268 (-24.4%) 477,400 (-27,7%) 378,572 (-37,3%) 27,518 (-48.8%) -18,846 (-) 119,302 (-61,9%) 72,947 (-72.0% 67,553 (-71.1% -18,846 (-) 6,249 (-59.6%) Yamaichi 360,175 (-37.2%)

• Kankaku Securities' pre-tax profits fell by 90.7 per cent to Y4.1bn on operating income of Y128.8bn, e 28.6 per cent decline. The hrokerage lost Y3bn in its warrant trading • Wako Securities' pre-tax

profits posted e 73.3 per cent decline at Y12.7hm, with operat-ing income declining 28.8 per cent to Y107.2hm. It suffered losses in both its bond and warrant trading accounts.

Yamatane Securities and Daiichi Securities both posted

pre-tax losses of Y2.6bn and Y9.8bn respectively. Operating income fell 51.4 per cent to Y29.8bn at Yamatane and 36.3 per cent to Y42.1bn at Daiichi. Securities trading et Yama-tane, Cosmo and Daiichi fell into the red. Yamatane lost Y7.5bn due mainly to a Y3.8bn loss in stock trading and Y3.4bn in bond trading. Cosmo lost Y5.6bn, mostly on stock trading, and Dailchi posted a Y6.6bn loss due to a Y2.6hn loss in stocks and a Y4.1bn loss in bonds.

C\$150m of debentures

autumn which should bolster tax profits were also doubled, Sales of its game hardware operations were more than The recent price movements of the company's stock fail to doubled to Y448.4bn.
For the current yeer, the company said it "could not reflect the strength in Nintendo's business. The share price, which peaked last August, has more than halved, and yester-day lost e further Y400 to Y14,300.

keep on growing like e never-ending dream," and forecast e moderate 9.5 per cent in pre-

Nintendo doubles profit



(Royal Dutch Petroleum Company) Established at The Hague, The Netherlands

Final dividend 1990

The General Meeting of Shareholders of Royal Dutch Petro-leum Company held on 18th May, 1991, has decided to declare the finel dividend for 1990 et N.fl. 4.50 on each of the ordinary shares with a par value of N.fl. 5. The total dividend for 1990, including the interim dividend of N.fl. 3.35 elready made payable in September 1990, will thus emount to

In the case of holders of bearer certificates with coupons this final dividend will be payable egainst surrender of coupon No. 202 on or after 28th May, 1991, at the offices of:

Barclays Bank PLC, Stock Exchange Services Department, 168 Fenchurch Street,

on business days between the hours of 9.30 a.m. end 2 p.m. Peyment will be made in sterling et the buying rate of exchange current in London et 2 p.m. on 23rd Mey, 1991, in the case of coupons presented on at before that date, or on the day of presentation in the case of coupons presented subsequently. Coupons must be eccompanied by e presentation. form, copies of which can be obtained from Barclays Bank

In the case of shares of which the dividend eheets were, et the close of business on 16th Mey, 1991, in the custody of a Depositary designated by the Company end admitted by Centrum voor Fondsenadministratie B.V., Amsterdem, this final dividend will be paid to such Depositary on 28th May. 1991. Such payment will be made through the medium of Berclays Bank PLC, efter receipt by them of a duly completed CF Dividend Claim Form.

Where under the double tax egreement between the United Kingdom and the Netherlands, 15 per cent Netherlands dividend tex has been withheld, the 15 per cent Netherlands tax is ellowable for e resident of the United Kingdom as e credit against the United Kingdom income tax payable in respect of the dividend. The deduction of United Kingdom income tax at the reduced rate of 10 per cent instead of et the Basic Rate of 25 per cant represents e provisional ellowance of credit et the rate of 15 per cent.

Where appropriate, the usual affidavit certifying non-residence in the United Kingdom will also be required if payment is to be made without deduction of United Kingdom income tax at the basic rate.

The Hague, 17th May, 1991. THE BOARD OF MANAGEMENT

Canadian brewer redeems

By Bernard Simon in Toronto

tax profits to Y155bn, on the back of a 6.1 per cent rise in sales to Y500bn.

But the company said it was not concerned at the recession in the US which was currently hurting the company's husiness, and pointed to the launch of the new Super NES video game in the US this autumn which should bolster

acquisition.
The debentures were part of
C\$300m (US\$260.8m) financing undertaken last summer when Molson was contemplating e deal with Foster's Brew-ing of Australia. Details of the transaction have never been disclosed, but Molson was out-flanked when the Japanese brewer Asali bongbt e 19 per cent stake in Foster'e

Molson and Foster's remain partners, bowever, in Molson Breweries, which has a 52 per cent share of the Canadian beer market and is the second largest foreign supplier to the US.

Molson announced this year it was taking a C\$157.1m write-down covering its 6 per cent shareholding in Foster's trouhled parent company, Harlin Holdings, and e guarantee on a portion of Harlin'e bank debt. This charge pushed Molson to e loss of C\$38.7m, or \$1.08

YORKSHIRE

In accordance with the terms and conditions of the Notes, notice is hereby given that for the three month inserest period from (and including) 14th May 1991 to (but excluding) 14th August 1991, the Notes will carry an interest rate of 11.725 per cent. per attention. The relevant inserest payment date will be 14th August 1991. The coupon amount per £50,000 Note will be £1,477.67 payable against surrender of Coupon Not 10.

Hambros Bank Limited

Agent Bank

GROWING

BUSINESS

The FT proposes to publish this survey on JULY 9 1991.

The Financial Times unsur-passed reputation for

passed reputation for producing topical authoristive editorial ensures that this survey will be essential point of reference for those key decision makers involved in the growing business sector. If you want to reach this important audience, call Antony Carbonanion 071 873 3412 or fax 071 873 3064

FT SURVEYS

cents e share, in the year to March 31, against earnings of

C\$117.9m in 1990. Pre-tax earn-ings before the provision rose to C\$183.7m from C\$167.3m. Revenues Tell fractionally to

C\$2,53bn.

Molson said a 1.2 per cent last year was more than offset by cost savings flowing from the 1989 merger with Carling O'Keefe. Its other msln busloesses ere cleaning services and e Canadian building products chain.

The quarterly dividend has been raised 2 cents to 27 ceets e share, and the company proposed a three-for-two share

split.
Cement merkets in north-eastern North America will remain under the spell of recession for most of 1991, werns Mr Frank de Witt, president of St Lewrence Cement, the Canadian arm of the Swiss-based Holder group, writes Robert Glhhens in Montreal

Reflecting depressed prices, perticularly in the US, the company reported e first quarter loss of C\$13.1m, or 32 cents e share, against a loss of C\$961,000, or 2 cents e share, a year earlier, on sales of C\$59m, against C\$105m. against C\$105m.

and OBE unravel holdings

By Kevin Brown

BURNS Philp and QBE Insurance, two of Australia's oldest companies, ended a 105year-old relationship yester-day by unwinding their crossshareholdings in deals worth A\$433m (US\$338.20m).

Burns Philp, a food and bardware group, said it would receive A\$317m for its 45 per cent holding in QBE, which is selling its holding of just under 11 per cent in Burns Philp for A\$116m.

The shares are being placed

The shares are being placed with Australian and international investors.

The relationship between the two companies dates back to 1886, when QBE's predeces-sor was established by Burns Philp to insure the company's

shipping fleet. No direct commercial links hetween the compenies remain, but Burns Philp said lt would continue to place the bulk of its insurance with QBE, which will hold a small parcel of Burns Philp shares and convertible ootes as an investment. Burns Philp said the two compenies hed "reached e point where future expansion and development opportunities required them to

go their separate ways.
"Burns Philp's clear commitments to its food and hardware operations make it preferable for QBE to seek e shareholder base committed to the insurance industry and prepared to fund future devel-

opments."
It said it would make a book profit of around A\$117m from the sale of its shares at A\$6.70, compared with the market price of A\$7.46.

Amcoal looks for increased sales abroad

By Philip Gawith

AMCOAL, the coal arm of the Anglo American group and South Africa's largest pro-docer, was eble to offset lower export revenoes and post increased profits in the year to March due to increased sales to the Escom power utility. Group turnover rose by 3.8

per ceot to R1.82hn (\$650m) from R1.75bn. Operating profit was 10.2 per cent lower st R412.4m, but increased inter-est and investment income. and a lower tax bill saw attribdrop in Canedian beer sales otable earnings rise 7.5 per cent to R275.5m from

R256.2m. Mr Graham Boustred, who retired as chairman this week, said political reform initiatives would allow South Africa to play an increasing role in international coal markets. He cantioned, however, sgainst infleted expectations es to whet merket share South Africa could command.

Coal is South Africa's second largest foreign exchange earner, after gold, with industry export earnings rising R206m to R3.8bn in 1990. Last year, Amcoal exported 9.9m tonnes, 21 per cent of the country's total exports of

In the domestic merket, Amcoal's sales to Escom increased hy 3.6 per cent from 29.9m to 31m tonnes.

Earnings per share rose hy 6.9 per cent to B10.96 from B10.25 and the dividend was 10:4 per cent higher at 425 cents per ahare.

To the Holders of Warrants

BUILDING SOCIETY to subscribe for shares of common stock of £100,000,000 SANKYO ALUMINIUM INDUSTRY CO., LTD. Floating Rate Notes Due 1994

[Issued in conjunction with an issue by Sankyo Aluminium Industry Co., Ltd. (the "Company") of U.S. \$40,000,000 3% per cent. Guaranteed Bonds due 1991 with Warrants ("Bonds A")

U.S. \$70,000,000 31/4 per cent. Guaranteed Bonds due 1992 with Warrants ("Bonds B") U.S. \$150,000,000 3% per cent. Guaranteed Bonds due

1993 with Warrants ("Bonds C")] NOTICE OF FREE DISTRIBUTION OF SHARES AND ADJUSTMENT OF SUBSCRIPTION PRICE

NOTICE IS HEREBY GIVEN THAT the Board of Directors of the Company passed a resolution on May 7, 1991 (Jepan Time) that the Company shall effect on July 1, 1991 (Japan Time) a share split (an equivalent of e free distribution of shares) et the rate 1.1 shares for 1 share of common stock of the Company in issue as of May 31, 1991 (Japan Time).

As a result of such share split, subscription prices et which shares are issuable upon exercise of the Warrants will be adjusted pursuant to the terms and conditions of the Warrants as follows:

A) the subscription price of warrants issued in conjunction with Bonds A will be adjusted from 391.0 Japanese Yen to 355.5 Jepanese Yen. B) the subscription price of warrants issued in conjunction

with Bonds B will be adjusted from 579.4 Js panese Yen to 526.7 Jepanese Yen. C) the subscription price of warrants issued in conjunction

with Bonds C will be adjusted from 1,107.20 Jepanese Yen to 1,006.5 Japanese Yen. Such adjustment of the subscription prices will become

effective on June 1, 1991 (Jepan Tims). The Industrial Bank of Japan Trust Company

on behalf of SANKYO ALUMINIUM INDUSTRY CO., LTD.

Dated: May 17, 1991

These securities have not been registered under the Securities Act of 1933 and may not at any time be offered or sold in the United States, except pursuant in, and in compliance with, certain exemptions. These security ously sold, this announcement appears as a matter of record only.

Hylsa, S.A. de C.V.

Euro-Commercial Paper Notes

U.S. \$50,000,000

LAZARD FRÈRES & CO.

NMB POSTBANK GROEP, N.V.

KINDER, PEABODY INTERNATIONAL

SANTANDER INVESTMENT BANK LIMITED

BANQUE NATIONALE OF PARIS

INDOSUEZ AMERICA LATINA

INVERWORLD, LTD. CHARTEREN WESTLB LIMITED

DYNAWORLD BANK & TRUST

EURD AMERICAN CAPITAL CORPORATION LIMITED

MERCURY BANK & TRUNT LIMITEO

OBSA INTERNATIONAL, INC.

VECTOR CASA DE BOLSA, S.A. DE C.V. as financial adviser to the issue

April 29, 1991 . .

Republic of Poland

Ministry of Ownership Transformation Invitation to negotiate

PRIVATISATION OF ZPOW-RZESZOW

As part of the Polish Government's Privatisation Programme and in accordance with Article 23 of the Act on the Privatisation of State Owned Enterprises 1990 ("Privatisation Act"), through its advisor CA Investment Banking AG, an invitation is extended by the Minister of Ownership Transformation, acting on behalf of the State Treasury of the Republic of Poland, to interested parties with proven experience in the processed food industry to record and thereafter pursue their interest in purchasing a majority interest in a newly incorporated joint stock company known as ZPOW-Rzeszow

In addition to the proposed sale of a majority interest in the ZPOW-Rzeszow to an industry purchases employees of ZPOW-Rzeszow and traditional suppliers will be offered shares in the company in accordance with the Privatisation Act.

ZPOW-Rzeszow is a leading manufacturer of baby food (fruit and vegetables), processed fruit and vegetables and beverages.

This invitation is extended as part of the privatisation initiative for the Polish food sector currently undertaken by the Polish Ministry of Ownership Transformation.

Manufacturing companies (principals only) should record their interest in the above matter by contacting the undermentioned transaction manager whereupon they will be sent a confidentiality agreement for execution as a condition precedent to their receiving an information package on ZPOW-Rzeszow. Enquiries should be addressed to the undermentioned.

> James Riley-Pitt, Creditanstalt-Bankverein AG, 29 Gresham Street, London EC2V 7AH Tel. (071) 822 2702

CA INVESTMENT BANKING – LONDON

REPUBLIC OF TÜRKİYE PRIME MINISTRY PUBLIC PARTICIPATION ADMINISTRATION (PPA) ANNOUNCEMENT

Republic of Türkiye, Prime Ministry Public Participation Administration (PPA) offers to sell its shares separately in three of its compan

49.00% share in GÖNEN GIDA SANAYİİ A.Ş. (GÖNEN GIDA), 98.46% share in MEYBUZ MEYVE VE QUZLU MUHAFAZA VE ENT. NAK. A.Ş. (MEYBUZ). Ifrozen fruits, vegetables and fresh water products producer!
67.51% share in GÜNEYSU MEYVE SUYU GIOA SANAY'Ü VE ZÎRAÎ MADO ELER A.Ş. (GÜNEYSU)
[fruit Juice producer]

as a whole or in part under the Privatization Program.

 TÜRK EKONOMI SANKASI A.Ş. is assigned as the financial advisor of PPA in the privateation of GÖNEN GIOA and MEYSUZ. MIDEAND BANK is assigned as the financial advisor of PPA in the privatization of GÜNEYSU. Information about these companies can be obtained either from PPA nr from the assigned Banks from the addresses shown below

2. The sale of PPA shares in GONEN GIOA, MEYSUZ and GÜNEYSU will be effected by inviting tenders and holding sale negotiations. 3. The tender and an irrevocable - unconditional hid bond addressed to PPA, payable on first

simple demand with a tenor of at least tymonths should be submitted by PPA no later than June 16, 1991 by 6:00 PM official local Turkish time. The amount of irrevocable nal bid hond for each company is T1 300 DOC ONL 4. In the render, the percentage of shares to be purchased and the offered price for these

shares will be specified. . The tenders should be submitted in closed envelopes with the following inscriptions for the

related company. "Tender for DONEN GITIA - CONFIDENTIAL"
"Tender for MEYBUZ - CONFIDENTIAL"

"Tender for GPNEYSI - CONFIDENTIAL" 6. The successful bidder shall furnish a performance band for the amount of 6 % of the

agreed sale price and a letter of linent comprising the price and the terms of the sale. If the letter of intent is not submitted or if the bidder fails to sign the sale contract after the submission of the letter of intent and core tails to provide the performance bond until the closing date to be determined by PPA, the bid band will be called by PPA. PPA is not subject to the Maie Tender Law Nov-2886 and reserves the right of not selling

any or part of do shares or to sell based purely on us sown choice without any obligations BAŞBAKANLIK KAMII ORTAKLIĞI İDARESI BAŞKANLIĞI (PPA) Ataturk Bulvari, No. 165. Bakanlıklar 00680 ANKARA / TÜRKIYE Phone. 14) 124-21 "0 Telex: 4"010 Faz. 14) 124-26 11

TURE EXONOMI BANKASI A.S.

MIDLAND BANK A.S. Cumhurlyet Cad. No- 8 Elmadağ Han, 80200 Elmadağ ESTANBUL/TÜRKİYE Phone: 11) 151 55 60 Telek: 38385 mdl tr. Fax: 11| 151 44 00 - 130 53 00

Austria Engylonni Hafferski A.S.

Keelisi Mehman Cad. No. 135, 80040

Enduki-ISTANBUL/TÜRKİYE

Phone: (I) 151 ZI ZI Telex. 25356 tebu ir.

Fac: (I) 149 65 68

NEW ISSUE

May, 1991

3,500,000 Shares



Common Stock

1,000,000 Shares

BNP Capital Markets Limited City Merchants Bank Limited Credit Lyonnais Securities Daiwa Europe Limited Paribas Capital Markets Group NM Rothschild & Sons Limited

PaineWebber International

J. Henry Schroder Wagg & Co. Limited **UBS Phillips & Drew Securities Limited** Swiss Bank Corporation S.G. Warburg Securities

This portion of the offering was offered outside the United States and Canada

2,500,000 Shares

PaineWebber Incorporated

Allen & Company Alex. Brown & Sons Deutsche Bank Capital Dillon, Read & Co. Inc. Goldman, Sachs & Co. Hambrecht & Quist Merrill Lynch & Co. Morgan Scanley & Co. Nomura Securities International, Inc.

SBCI Swiss Bank Corporation Investment banking Wertheim Schroder & Co. Advest, Inc. Ladenburg, Thalmann & Co. Inc. Morgan Keegan & Company, Inc. Neuberger & Berman

Oppenheimer & Co., Inc. Stifel, Nicolaus & Company Adams, Harkness & Hill, Ioc.

Nordberg Capital Inc.

The Robinson-Humphrey Company, Inc. Stephens Inc. **Tucker Aothony** Sucro & Co. Incorporated Bresa Murray, Foster Securities Inc. Doft & Co., Inc. Rosenkrantz Lyon & Ross Henry F. Swift & Co.

This portion of the offering was offered in the United States and Canada



THE SOUTH AFRICAN BREWERIES LIMITED

ABRIDGED PRELIMINARY REPORT for the year ended 31 March 1991

16% increase; Beer volume growth 12%

Trading Profit Up 21% to exceed R1,5 billion

Cash flow from operations

Up 19% to over R1,1 billion

Earnings per share Improvement of 18% to 265 cents

Dividends per share Increased by 17% to 118 cents

FINAL DIVIDEND

The Directors have declared a final dividand on the ordinary shares of 88 cants per share which togethar with the interim dividend of 30 cents per share paid on 31 December 1990, represents a total for the year of 118 cents per share (1990: 101 cents per share). The dividend is on account of tha vear ended 31 March 1991 and is payabla on or about 1 July 1991 to Shareholders registered on 30 May 1991.

The dividend is declared in the currency of the Republic of South Africa and paymants from the office of the London transfer secretaries (Barclays Registrers Ltd, Bourna House, 34 Beckenham Road, Beckenham, Kent BR3 4TU) will be made in the United Kingdom currency calculated by reference to the rate of exchange ruling on 17 June 1991 or at a rate not materially different

South African Non-Resident Shareholders' Tax at tha rate of 14,03% and United Kingdom tax will be deducted from the dividends where applicable. The relevant Trensfer Books and Registers will be closed from 31 May to 9 June 1991, both dates inclusive.

2 Jan Smuts Avenue Johannesburg 2001 Republic of South Africa

Copies of the Preliminary Report will be posted to registered Shareholders and can be obtained from the London Secretaries, Barnato Brothers Limited, 99 Bishopsgate, London EC2M 3XE

3,795,445 Shares of Beneficial Interest

Meditrust

\$23.25 Per Share

The private placement of the above securities was arranged by the undersigned.

National Westminster Bank PLC Capital Markets Branch

County NatWest Limited

INTERNATIONAL COMPANIES AND FINANCE

HP reports healthy rise in sales and earnings

By Louise Kehoe in San Francisco

HEWLETT Packard reported a strong rise in sales and earn-ings for its second fiscal quar-ter, in contrast with the disappointing results of many other US computer manufacturers.

Net earnings for the quarter were \$233m, or 93 cents a share, up 25 per ceut from \$186m, or 78 cents, in the same period last year. There are about 9m additional shares

about 9m additional shares outstanding this year.
Revenue rose 12 per cent to \$3.7hn from \$3.3hn in the second quarter last year. Foreign sales grew by 20 per cent to \$2.2hn, and US sales were lifted by 4 per cent. Revenues were spurred by strong demand for new products, a company spokesman said.

"We've had a terrific response to a number of response to a number of recently-introduced products," he added. "Demand for our RISC-based work stations and the HP 95LX palmtop PC is well above expectations."

Sales of HP's printers, used

with personal computers, are also growing, he said, despite a general slowdown in the US personal computer dealer chan-nel. He said the company's order growth of 9 per cent was "satisfactory, given the diffi-cult economic environment."

For the six-month period, net earnings rose 22 per cent to \$438m, or \$1.76 per share, against \$359m, or \$1.50, in the first half of 1990. Net revenue was \$7.1bu, up 11 per cent over the first half of fiscal 1990.

The spokesman added that economic uncertainties meant the group would remained cau-

Manville Trust wins asbestos claim go-ahead

A FEDERAL judge yesterday approved an agreement aimed at ending years of legal wrangling over compensation to people who suffered health damage from asbestos products of Manville, the US industrial group, writes Martin Dickson. US Judge Jack Weinstein gave the go-shead for a pro-posed class action settlement involving asbestos victims and the Manville Trust, a body set up to assume legal liabilities for health claims against the company. The settlement, filed last November, would greatly speed up the rate at which sabestos victims are compen-sated and would mean Man-ville pumping more money into the trust.

Pool promise of the p

Thomson loss blamed on Gulf war and recession

By Bernard Simon in Toronto

THOMSON Corporation, the Canadian-controlled travel and publishing group, has blamed the impact of the recession and the Gulf war in all its leading markets for the rare loss which it suffered in the first quarter.
The loss was US\$56m, or 10 cents a share, compared with net earnings of US\$8m, or

icent, a year earlier. Operating profits tumbled to \$14m from A newly adopted accounting practice of amortising publish-ing rights and circulation cost \$15m in the latest period. Last

\$1.1bn Thomson Travel suffered an operating loss of \$49m as a result of cuts in winter bookings, as well as fewer deposits received on summer 1991 holi-

days.

Costs were also pushed up by the repatriation of holidaymakers in the eastern Mediter-ranean at the outbreak of the But the company said the end of the war and the collapse

of International Leisure Group, its largest competitor, had restored summer bookings to 1990 levels.

Profits of the information and publishing division dipped to \$17m from \$22m, largely due to the poor performance of Thomson's UK regional news-papers and specialised publish-ing interests.

year's earnings were bolstered by profits of \$21m from aircraft sales by Britannia Airways. Sales rose by 5.3 per cent to

Navistar posts \$29m loss

The US professional publishing business reported improved operating earnings. The company said, however, establishing new products in the US was proving to be proved arrangement. was proving to be more expen-sive than expected. North American newspaper

North American newspaper results were dragged down by a 6.9 per cent shump in advertising lineage, with earnings falling to \$46m from \$61m.

The decline was especially severe in Canada, where Thomson's titles include the country'e main national newspaper, the Globe and Mail.

The company said it had not yet noticed any improvement in advertising lineage and was focusing its efforts on cost controls, marketing and new prod-

Air Canada moves deeper into red

By Robert Gibbens in Montreal

AIR CANADA, like most international airlines, suffered from the effects of the Gulf war, higher fuel prices and recession in North America and Europe during the first quarter, resulting in a loss of C\$100m (US\$87.7m), or C\$1.35 a share, against one of C\$13m, or 18 cents, a year earlier.
The first quarter is normally

the slowest for the country's biggest airline, privatised in 1988-1989, but the latest loss was larger than most analysts had predicted.

Mr Claude Taylor, chairman, said operating revenues dipped 5.7 per cent to C\$870m and

By Karen Zagor in New York

THE BURDENS of recession

and flerce competition in the industry were reflected in the

second-quarter resulte of

Navistar International, the largest US truck manufacturer. Yesterday it revealed a net loss of \$29m, or 15 cents a share,

compared with net income of

58m, or 1 cent, a year earlier. Combined sales and reve-

nues fell 8 per cent to \$940m from \$1.03bm a year ago. Mr James Cotting, chairman

and chief executive, blamed lower industry-wide demand for medium and heavy trucks

and mid-range diesel engines.

In spite of the disappointing second quarter, he said Navistar's plan to cut costs by \$157m this year was exhaulted.

But, he said the benefits of cost reductions had been dul-

led by intense competition in a

depressed market and higher costs.

expenses rose 1 per cent. Pas-senger traffic was down almost 20 per cent, and passenger revemies 44 per cent lower. Seat capacity was cut 13 per cent; the load factor was 64.3

per cent, against 68.6 per cent, and yield per revenue passenger mile 17.7 cents, compared with 15.9 cents. The latest loss was after taking a C\$36m provision for staff

restructuring and also after sharply higher interest penses. Air Canada is currently

reducing its manning levels -both managerial and hourly-

During the second quarter, Navistar increased its share of the North American retail mar-

ket for medium and heavy

trucks to 31.8 per cent from 27.7 per cent the previous year.

According to Navistar, industry retail sales of medium

and heavy trucks fell 23 per cent to 55,700 units. Its retail deliveries of medium and

heavy trucks slid 12 per cent to

18,000 units in the second quar-

The company expects demand for medium and heavy trucks for the whole of 1991 to

drop 19 per cent from sales of 289,000 in 1990, the lowest total

industry demand since 1983. For the first six months of

loss of \$67m, or 33 cents, against \$10m, or 10 cents, in 1990. Combined sales and reve-

nues fell to \$1.78bn from \$1.91bn.

International traffic suffered most from the impact of the Gulf war and the recession, and tourism and business travel have still not returned to pre-war levels, Mr Taylor said. "The prospects for the rest of 1991 are somewhat

grim, but the downward trend in expenses is encouraging." Air Canada faces a severe cash squeeze in 1992-93 because of more than C32bn in commit-

ments for new equipment. It has just cancelled a \$C800m order for three 747-400 aircraft scheduled for delivery in 1993, and may delay delivery of six 767-800s (C\$600m) beyond 1993.

Fruit of the **Loom offers** 12.75m shares

FRUIT of the Loom, the largest US maker of underwear, said yesterday it was offering 12.75m shares of common stock at \$14.25 per share to reduce its debt to banks, writes Barbara Durr. None of the sale's pro-

ceeds will go to the company.
The share package comprises
7.5m from the company; 3.75m of the shares repurchased recently by Fruit of the Loom's chairman, Mr William Farley; and additional shares owned by Mr Farley and Farley Inc. a ompany he controls.

Of the total offering, 10.2m

shares were aimed at US and Canada, underwritten by First and another 2.55m shares were aimed at foreign markats, underwritten by Credit Suisse First Boston and Merrill Lynch International.

TWA offers to buy back debt securities

By Martin Dickson in New York

TRANS WORLD Airlines, the reans world armos, the heavily indebted US carrier owned by Mr Carl healm, has offered to buy back much of its debt securities at knock-down prices. The offer repre-sents the first stage of a restructuring plan which, it says, might save it from Chap-ter 11 bankruptcy protection from its creditors.

The airline, which is esti-

mated to have some \$1.25m of debt outstanding, intends to find its cash offer mainly with the \$445m proceeds of its recent sale to American Air-lines of three US-Loudon routes. The move came a day after Mr Icam apparently sold his 12.3 per cent stake in USX, the steel and energy group, for

the steel and energy group, for just over \$10n.

TWA, which has defaulted on a variety of horrowings and long-term leave payments this year, said it did not intend to pay any principal or interest on any of its debt securities for the foreseeable future, whether or not its offer was successful. This was partly due to its uncertain fluancial condition and partly because of an dition and partly because of an unusual agreement, reached last week with the union rep-

last week with the union representing its machinists, which prevents it from meeting debt payments while the two sides are negotiating.

The company's offer is 72 per cent of face value to haiders of its equipment trust certificates; 65 per cent for its 15 per cent secured notes; 35 per cent for its unsecured notes; and 17.5 per cent for its subordinated notes.

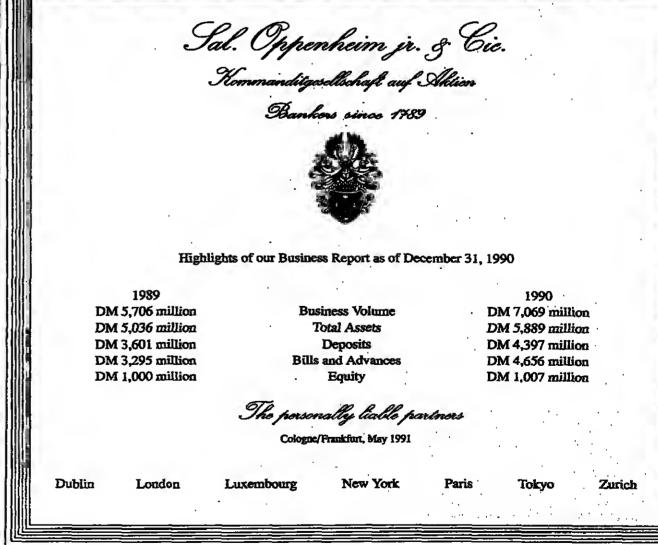
dinated notes.

Some of the airline's debt-holders may be relational to go along with the plan because of the large discounts to face value. However, TWA pointed out that the sums being offered might exceed those available at the end of a prolonged bankruptcy hearing — and Chapter 11 could end in the airline's assets being liqui-dated at knock-down prices.

The airline, which reported

a first-quarter operating loss of \$144.4m, against \$100.7m in 1990, and a net loss of \$88m compared with \$143m, claimed that even if all the debt were tendered it still expected to be operating at a significant loss. It threatened to file for Chapter 11 unless: all debt securities not tendered were exchanged for equity, or equity and new debt; there over TWA's failure to meet interest payments on certain notes; and the airline's unions grant significant pay conces-





HIMC MORTGAGE NOTES 4 PLC 2150,000,000 and \$9,000,000 Class B

age Backed Floating Rate Notes due July 2021

Notice is hereby given that for the interest Period from May, 15, 1991 to August 15, 1991 the Class A Notes and Class B Notes will carry interest rates of 11,8675% and 12,5875% respectively. The Interest payable on the relevant interest interest and the About 15, 1991 for payment date, August 15, 1991 for the Class A Notes will be £2,991.26 and for the Class 8 Notes will be £3,172.74 per £100,000, nominal

By: The Chase Manhatter Bank, M.A. London, Agent Bank

Raiffeisen Zentralbank Österreich Aktiengesellschaft RZB - Austria

U.S. \$100,000,000

Perpetual Floating Rate Subordinated Notes For the six months 16th May, 1991 to 18th November, 1991 the Notes will carry an interest rate of 676% per annum with a coupon amount of U.S. \$166.30 per U.S. \$5,000 Note, and U.S. \$1,663.02 per U.S. \$50.000 Note, payable on 18th November, 1991.

Bankers Trust

Company, London

Agent Bank

FannieMae

Federal National Mortgage Association ¥7.000.000.000

Floating Flate Japanese Yen Debentures Due May 17, 1996

Notice is hereby given, that the rate of interest from May 17, 1991 through and including November 16, 1991 is 6.90% per annum. est payable on November 18, 1991 will amount to ¥34,784 per ¥1,000,000 principal amount.

By: The Chare Manhattan Back, N.A. London, Fiscal Agent

INTERNATIONAL CAPITAL MARKETS

shares to be placed in the west

ack debt

æcurities

in praise Jugation

The same of the sa

Management and the second seco

LAN ETVI TARREST

The second secon

The State of the S

was Bereit Ege.

nangaran kabula<u>kan</u>

كشيئها والداجان ودحيتا

Angel 121 1/8 27

THE RESERVE AND THE PROPERTY OF THE PARTY OF

8-10-11-12-2

(11.

No. of the

By Nicholas Denton in Budapest

CREDIT Suisse First Boston, the investment bank, plans to place shares in Pannonplast, one of Hungary's leading plas-tics manufacturers, with western Institutional investors.

Yesterday's announcemen much-delayed First Privatisation Programme, a scheme leunched last September to sell 20 of the state's least

run-down companies.

Shares in Pannonplast will be placed privately in western Europe in the second haif of June alongside a smaller public offering in Hungarian. lic offering to Hungarians, said Ms Erzsebet Feher, Pannonplast's general manager. The state, which now owns

the company outright, will retain 20 per cent. In order to make the issue attractive to western funds worried about the stock's iquidity, CSFB proposes a stock exchange listing for the company in Vienna as well as Budapest.

The launch of Pannouplast, which the accountancy firm KPMG values at Ft4.38m (\$57m), is expected to be popular because it ends a drought of large new issues. The last of a similar scala was last June's partial offering of Ibusz, Hungary's national travel agency, which was oversubscribed 23 times.

Such opportunities for institutional investors are rare because most Hungarian state.

because most Hungarian state-owned companies prefer joint ventures with, or acquisitions by, technical investors.

Pannonplast has the added attraction of "a very strong management, keeping up with the times," Mr Janos Bartha, managing director of CSFB Budapest, said. The company was one of the earliest to set up joint ventures, which now up joint ventures, which now contain 40 per cent of the com-pany's assets. Reluctance to offend joint-venture partners explains the decision to target the issue at institutional inves-

Despite its relatively progressive management, rising interest payments and energy costs have taken their toll on costs have taken their toll on Pannonplast. Pretax profits fell by 55 per cent to Ft184m in 1990, on net revenue stagnant at Pt5400m. But Pannonplast's focus on exports to the west insulate it from the collapse of Soviet demand, a factor which has complicated other Hungarian mivaties.

Paunonplast has also avoided the delays which have plagued other companies in the First Privatisation Programme. Advisers have sometimes come into conflict with obstructive state enterprise managers and andits have taken longer than expected, among other problems.

Mexican 28-day interest rates fall below 20%

By Damian Fraser in Mexico City

INTEREST rates on Mexico's 28-day govarnment paper (Cetes) have fallen below 20 per cent for the first time. In Wednesday's auction, the Cetes rate fell to 19.75 per cent, a fall of 1.38 percentage-points on the previous week's

rate.

Analysts attributed the substantial reduction to the resolution passed on Tuesday by the US Senate finance committee and house ways and means committee in favour of granting the administration "fast track" authority to negotiate a free trade agreement with

The fall in the Cetes rate was further helped by April's monthly inflation rate figure of 1 per cent, the lowest since September 1989, and to the increasing scarcity of govern-

ment paper. Interest rates have fallen by 6 percentage points since the beginning of the year, and by close to 20 points in the past

12 months. The rates have fallen so far in part because of large inflows of foreign capital, nitracted by Mexico's strong

The Mexican peso is devalued against the dollar by 40 centavos a day, or just 5 per

cent a year. Every 1 percentage-point fall in Mexico's interest rates leads roughly to a \$500m cut in gov-erament debt service pay-

Nevertheless; the fall in

rates may contribute to the overheating of the Mexican economy. In its recent annual report. the Bank of Mexico reported that the narrow money supply grew by 64.4 per cent in 1990,

and broad money by 46 per In response to these figures, many independent economists argue the bank should step up inflows, thereby reducing the money supply growth.

Pannonplast | Spanish paper jumps in

scramble to beat rate cut

By Sara Webb in London and Patrick Harverson in New York

SPANISH government bond prices jumped yesterday morning as investors scrambled to buy ahead of the Bank of Spain's long-awaited cut in the official intervention rate.

But as soon as the Bank of Spain confirmed market rumours and announced a 75 basis point cut in the rate to 12.75 per cent, investors took profits and hond prices fall back sharply.

Early gains were mainly at the short end of the curve. The yiald on the 13.65 per cent Treasury bond due 1994 opened at 11.55 per cent, moving to 11.34 per cent on rumours that the cut was about to be announced, and reached 11.72 per cent by late afternoon after investors took profits.

Longer-dated bonds barely

responded to the interest rate cut. The yield on the 12% per cent Treasury bond due 2000 was unchanged at 11.56 per cent. Spain's inverse yield curve has flattened in the last

GOVERNMENT BONDS

five days with rates falling most among the two-to-four year maturities.

Further interest rate cuts are not expected for some time, and the money market rate curve flattened yesterday.

Though the Spanish peseta weekened slightly in response to the cut in the intervention

rate, it is still trading close to

the top of the exchange rate mechanism band. Traders pointed out that for-eign capital has flooded into Spanish bonds, attracted by the high yields and recent mea-sures to remove withholding tax. Non-residents own an estimated 40 to 50 per cent of medium and long-dated Span-isb government bonds. How-ever, traders warn that if inflation figures over the next couple of months worsen, foreign investors could move out of Spain, thus removing some of the pressure on the cur-

French government bonds rallied on the back of the Spanish rate cut, but hopes that the French central bank would follow suit were disappointed.

However, traders said they expect to see a cut in the inter-

est rate abortly, once Mrs Edith Cresson, the new prime minister, has reorganised her cabinet:

Listed are the latest interna

U.S. DOLLAR STRAIGHTS
ABBEY MATIONAL B 7/8 93
ALBERTA PROVINCE 9 3/8 95
AUSTRIA B 1/2 00
BARK OF TOKYO B 3/8 96
BELGIUM 9 1/8 92
BFEF 7 3/4 97
BP B 5/8 94
BP CAPITAL 9 5/8 93
CAMADA 9 96
CACC 9 1/4 95
COLHACL EUROPE B 96

LARDY 1/4 96
COUNCIL EUROPE 8-6
COUNCIL EUROPE 8-6
COUNCIL EUROPE 8-6
CREDIT FORMER 9 1/2 99
DEMMARK 0 98
DEMMARK 0 98
DEMMARK 8 1/4 94
EEC 7 1/4 95
EB 7 3/4 96
EB 8 7 3/4 96
EB 8 7 3/4 96
EB 8 7 3/4 96
EB 8 7 3/4 96
EB 8 7 3/4 96
ER 9 7 3/4 96
ER 9 7 3/4 96
ER 9 7 3/4 97
ER 9 7 3/4 97
FRANCE 9 7 3/8 98
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95
FRANCE 9 3/8 95

FORD MOTOR CREDIT 9 1/2 93
GEA ELEC CAPITAL 9 3/8 96
GMALC 9 1/8 90
GMALC 9 1/8 90
RALIFAX 9 1/2 93
IBM WORLD TRADE 7 5/8 95
IBM WORLD TRADE 7 5/8 95
IBM WORLD TRADE 7 5/8 95
IMPORTOR OF 1/2 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 94
JAPAN DEV 8/8 95
INFORM CRED 8/8 93/4 95
IMPONIT CRED 8/8 93/4 95
IMPONIT CRED 8/8 93/4 95
IMPONIT CRED 8/8 93/8 95
IMPONIT SEE AND 9/8 95
IMPONIT SEE AND 9/8 95
IMPONIT SEE AND 9/8 95
IMPONIT SEE AND 9/8 95
IMPONIT SEE AND 9/8 96
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 98
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN DEV 8/8 99
JAPAN

DEUTSCHE MARK STRAUGHTS
DEUTSCHE BK FM 5 589 96
DEUTSCHE BK FM 5 589 96
DEUTSCHE FINANCE 7 1/2 95
EEC 3 269 37
EB 5 3/4 96
EUTSCHE FINANCE 7 1/2 95
EB 6 7/8 95
EUTSCHE STAT 5 3/8 95
INTO BK JAPAN FM 5 5/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/8 96
INTO EX DE STAT 5 3/4 96
INTO EX DE STAT 5 3/4 96
INTO EX DE STAT 5 3/4 96
INTO EX DE STAT 5 3/4 96
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 3/4 96
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE STAT 5 5/8 95
INTO EX DE ST

WORLD BANK 71,895

SYNDS FRANC STRACHTS

SYNDS FRANC STRACHTS

SAM DOV BANK 6 10

AUSTRIA 4 5/8 98

CHILITISITYA 7344 95

COUNCH, EUROPE 4 3/4 98

EEC 51/2 00

EIB 53,493

LIE DE FRANCE 71,47 06

FIRLAND 5 3/8 95

CERERAL MOTIOES 7 1,12 95

JAPAN DEV BK 5 1,12 94

HEW ZEAL AMD 4 7/8 99

OUEBEC HYDOD 5 06

SYNABORNAVIKA EINSK 6 1,2 95

WORLD BANK 5 03

WORLD BANK 5 7.3

YEN STRAPGHTS
AUSTRIA 4 349 94
CARADA 4 348 92
CARADA 6 348 92
CERRIT FORCERS 5 14 99
CERRITARY 7 95
SER 4 5,8 94
CERRITARY 8 94
CERRITARY 8 94
CERRITARY 8 94
CERRITARY 8 94
CERRITARY 8 94
CARASA ELEC PRICE 5 96
CERRITARY 8 95
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERRITARY 8 96
CERI

BENCH	IMAR	K G	OVER	MEN	IT B	OND	\$
	Coupon	Red Date	Price	Change	Yleid	Week ago	. Month
UK OILTS	13.500 9.000 9.000	09/92 03/00 10/08	103-20 92-15 91-04	+ 01/32 -05/32 -08/32	10,50 10,32 10,09	10.42 10.11 9.90	10.64 10.06 0.84
US TREASURY, "	8.000 8.125	05/01 05/21	99-08 97-29	+ 04/32 + 07/32	8.11 8.32	0.03 8.22	7.96 B.14
JAPAN No 119 No 129	4.800 6.400	6/99 03/00	88,4210 98,7724	+ 0.094 + 0.083	7.05 8.62	7.10 6.69	7.02 8.65
GERMANY	B.000	01/01	103.6500	+0.170	8.42	8.41	8.38
FRANCE STAN	9.000 0.500	02/98	100.1636 104.0100	+ 0.261 + 0.120	8.93 8.85	8.99 8.80	9.03 88.8
CANADA "	0.750	06/01	100.7500		8.63	9.54	9.54
NETHERLANDS	8.500	03/01	99,1100	+ 0.220	8.63	B.62	8.58
AUSTRALIA	13.000	07/00	113.8832	-	10.59	10.92	11.06
BELGIUM	10.000	08/00	104.9000	-0.100	9.17	B.91	0.92

The French have applied considerable pressure recently on the Spanish to cut their rate so that the Bank of France ever, the Bank of France said it left its intervention rate unchanged at 9 per cent at a securities repurchase tender

German government bond prices rose yesterday, for the market had already discounted the news that Mr Karl Otto Pöhl, tha Bundesbank president, will step down later this

The Liffe bund futures con-tracts opened at 85.09, trading between 85.06 to 85.37 before settling at 85.21 by lats after-noon. Yields on the 10-year bund edged down from 8.38 per cent at Wednesday's close to

8.37 per cent yesterday.

The Bundesbank announced that the 8% per cent Unity fund due 2001 will be reopened naxt week, adding a further DM3bn to the DM7bn which has already been issued. The Bundesbank will use the extra supply for intervention pur-poses. The Unity fund was launched specifically to help cover the cost of German reunification.

■UK government bonds barely moved in thin trade ahead of the results of the Monmouth parliamentary by-election and today's retail prices index. The market expects the Conservative party's majority in Monmouth to be overturned,

thereby ruling out the possibil-ity of an early ganeral election. election.

The RPI figures are expected to show a sharp fall in the inflation rate, but the market

FT/AIBD INTERNATIONAL BOND SERVICE

nat bonds for which there is an adequate secondary market.

103 - 103 -

93 901; 1021; 891; 911; 951; 1021; 971; 882; 981; 883; 1001;

+3,

44 44

**

CONVERTIBLE BONDS

ARSYLL ERROP 4 1/2 02 £

ASDA-MIT 4 3/4 02 £

SURTON GROUP 4 3/4 01 £

EASTMAN KORAK 6 3/8 01 .

EASTMAN KORAK 6 3/8 01 .

EOLD KALGOORLIE 7 1/2 00 .

CODDYEAR THEE 6 7/8 03 .

ERACE (WYO 6 114 02 .

HANSON 9 1/2 06 £

HAWLEY 6 02 PEEF

HILLSOWN 4 1/2 02 £

HILLSOWN 4 1/2 02 £

HILLSOWN 4 1/2 02 £

HILLSOWN 4 1/2 02 £

HILLSOWN 6 3/4 02 £

MITSURISH BIK 1 3/4 07 .

OGEOR 6 62 .

PAGPIE DIMILIP 6 3/4 97 .

TEJOS INSTRUMENTS 2 3/4 02 .

THORN EMI 5 3/4 04 £

| 30000 | 941- | 941- | +1, | 7.07 | HANSON 9 1/2 06.5 | 300 | 25075 | 30000 | 964- | 97 | 7.37 | HANSON 9 1/2 06.6 | 300 | 25075 | 300000 | 954- | 97 | 7.37 | HANSON 9 1/2 06.5 | 150 | 4.16 | 40000 | 100 | 1001- | 4.98 | HANSON 9 1/2 02.5 | 150 | 4.16 | 40000 | 100 | 1001- | 4.98 | HITL. PAPER 5 3/4 02.5 | 200 | 682- | 684 | 6.72 | 35000 | 964- | 974- | 44 | 7.58 | HITSURISH 5K 1 3/4 02.5 | 30000 | 2727.1 | 30000 | 1024- | 103 | +4 | 6.75 | HITSURISH 5K 1 3/4 02.5 | 30000 | 2727.1 | 30000 | 34- | 371- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472- | 472

STRANSITY BORDS: The yield is the yield to redemption of the bid-prior; the amount issued is in millions of correccy units. Cho. day = Change on

day.

PLOATING RATE NOTES: Denominated in dollars unless otherwise indicated. Coupon shown is minknam. Spread - Margin above stomones otherwise trate (times-spent) section must not its dollars unless otherwise indicated. Coupon.

CONVENTELE BORDS: Denominated in dollars unless otherwise indicated. Circ. price - Nominal amount of bond per share expressed in currency of state at convention rate fixed at lesses. Prem - Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

er the most recent price of the shares.

a The Financial Times Ltd., 1991. Reproduction to whole or in part in any form not permitted
Data supplied by Association of International Bond Dealers.

100,160 95,086 100,160 100,160 100,160 100,180 100,85 100,

remains confused whether a base rate cut will follow immediately or whether the Bank of England will wait a few more weeks before lowering the rate.

■ US BOND prices firmed slightly at the long end yester-day morning in the wake of mixed unemployment and

housing data.

By midday, the benchmark
30-year Treasury issue was up
% at 97%, to yield 8.313 per cent. The two-year note was unchanged at 100%, yielding

6.806 per cent.
The dominant factor in the market remains supply. Next week the Federal Reserve will sell \$12.5bn of two-year notes, \$9.25bn of of five-year notes and \$16bn of 335-day cash management bills. The size of the sales are a reminder to the large refunding needs, and are likely to prevent bond prices from taking any significant strides forward.

The economic news of the day was mixed. Initial unem-ployment claims in the week ended May 4 rose by 4,000, a smaller increase than expected but still indicative of the upward trend in the jobless figures. Housing starts increased by 6.2 per cent in April, a rise slightly above expectations. However, there was better news for bonds in the 3 per cent decline in building per-mits, which are regarded as useful indicators of future construction activity.

Fed funds traded above the Fed's 5% per cent target throughout the morning, standing at 5# per cent at mid-

Latest prices at 6:10 pm on May 16

Moody's **Investors Service**

announces the first German rating agency

Moody's Deutschland

GmbH i.G.

Moody's Investors Service

FRANKFURT LONDON NEW YORK PARIS SAN FRANCISCO SYDNEY TOKYO

May 17, 1991

TO THE HOLDERS OF BANKAMERICA CORPORATION

Senior Euro Medium Term Notes Series D. due June 17, 1992 Notice is hereby given that

Notice is never y given to has elected to redeem all of its outstanding Sentor Euro Medium Term Notes, Sentes D due June 17, 1992 in accordance with the terms of the Indenture, dated as a label \$1000. of July 15, 1988, under which they were issued. The date fixed for redemption is June 19, 1991. The redemption price is an amount equal to 100% of the Interest to June 19, 1991. presentation and surrender of the Notes at the offices of the

By Mail or In Person Bankers Trust Company 1 Appold Street Broadgate London EC 2A 2HE

Bankers Trust Luxembourg, S.A. 14 Boulevard FD Roosevelt Luxembourg
Grand Duchy of Luxembourg On and after June 19, 1991 interest on the Notes will cease

BankAmerica Corporation

COMPANY NOTICES

EULA FINANCE PLC IN MEMBERS' YOLUNTARY.

LIQUIDATION NOTICE IS HEREBY GIVEN, persons to

MOTICE IS HERRESY GIVEN, pursuant to Rains 4.182A and 11.2 of the incolverage Rains 4.182A and 11.2 of the incolverage Rains 1986, that the Linguidations of the above company instead to make a distribution to the condition. Conditions and their names and addresses to the Liquidations, Christopher Timothy Hencoud Heyward and Regar Smith both of KPMG Paus Marwick McLintock, 20 Parriagdon Streat, London ECMA 4PP on or before the movemb of Thus 1991 which is the last day for proving claims. Notice is also given that the Liquidator proposes to make a first distribution and that space is distribution will be made without agent to any claims not made by the date mentioned.

Note: the Company is able to pay all known continues in full.

CLUBS

PERSONAL

CTE. Hayward

R. Smith

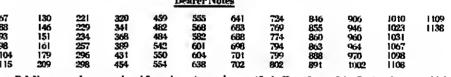
NOTICE OF REDEMPTION

MORTGAGE FUNDING CORPORATION NO. 2 PLC

Class B-1 Mortgage Backed Floating Rate Notes Due August 2023

NOTICE IS HEREBY GIVEN to Bankers Trustee Company Limited (the "Trustee") and to the holders of the Class B-1 Mortgage Backed Floating Rate Notes Due August 2023 (the "Class B-1 Notes") of Mortgage Funding Corporation No. 2 PLC (the "Issuer") that, pursuant to the Trust Deed dated 31st August, 1988 (the "Trust Deed"), between the Issuer and the Trustee, and the Agency Agreement dated 31st August, 1988 (the "Agency Agreement"), between the Issuer and Morgan Guaranty Trust Company of New York (the "Principal Paying Agent") and others, the Issuer has determined that in accordance with the Redemption provisions set out in the Terms and Conditions of the Class B-1 Notes. Class B-1 Notes in the amount of £7,400,000 will be redeemed on 31st May, 1991 (the "Redemption Date"), The Class B-1 Notes selected by drawing in lots of £100,000 for redemption on the Redemption Date at a redemption price (the "Redemption Price") equal to their principal amount, together with accused interest thereon are as follows: price (the "Redemption Price") equal to their principal amount, together with accused interest thereon are as follows:

> OUTSTANDING CLASS B-1 NOTES OF £100,000 EACH BEARING THE DISTINCTIVE SERIAL NUMBERS SET OUT BELOW Bearer Notes



The Class B-1 Notes may be surrendered for redemption at the specified office of any of the Paying Agents, which

Morgan Guaranty Trust Company PO Box 161 I Angel Court London EC2R 7AE

Union de Banques Suisses (Linxenbourg) S. A. 36-38 Grand-rue L-2011

Morgan Guaranty Trust Company of New York Avenue Des Arts 35 B-1040 Brussels, Belgium

Morgan Guaranty Trust Company 30 West Broadway New York, New York 10015 Attn: Corporate Trust Operations

In respect of Bearer Class B-I Notes, the Redemption Price will be paid upon presentation and surrender, on or after the Redemption Date, of such Notes together with all unmatured coupons and talons appertaining thereto. Such payment will be made (i) in sterling at the specified office of the Paying Agent in London or (ii) at specified office of any Paying Agent listed above by sterling cheque drawn on, or at the option of the holder by transfer to a sterling account maintained by the payee with, a Town Clearing branch of a bank in London. On or after the Redemption Date interest shall cease to accrue on the Class 8-1 Notes which are the subject of this Notice of Redemption.

MORTGAGE FUNDING CORPORATION NO. 2 PLC By: Morgan Guaranty Trust Company

Dated: 17th May, 1991

Withholding of 20% of gross redemption proceeds of any payment made within the United States is required by the Interest and Dividend Tax Compliance Act of 1983 unless the paying agency has the correct taxpayer identification number (social security or employer identification number) or exemption certificate of the Payce. Please furnish a properly completed Form W-9 or exemption certificate or equivalent if presenting your Class B-1 Notes to the paying agency's New York Office.

To the Helders **GMAC** 744 Amer Backed Centille Seelen 1966 Enro-A

On May 13, 1991 holders of coupons Ameri Bached Gertificates will be entirled i batton, based on the certification of Const-Acceptance Composition. The distribution original US\$43,000 p.s. of Certificates is Use in follows: follows
141 Distribution representing
principal ... US\$52.97
151 Distribution representing

principal... ISSS.297
In Distribution representing interest... USSL 12
The certification also starts the initioting April 30, 1991.
[11 fine and compression received by GMAC as Services and Guerrico... USSL, 017, A22 54
12) Pool Relance... USSL, 017, A22 54
13) Pool Relance... USSL, 017, A22 54
14] Coursely Amburnt... USSL, 749, 6,59 84

MORGAN CUARANTY TRUST COMPANY

PLASH LIMITED SERIES F U.S. \$30,000,000

U.S. \$30,000,000

Secured Floating Rate Notes

Due 1993

In accordance with the conditions
of the notes, notice is hereby given
that for the three-month period
17th May 1991 to 19th August
1851 [34 lays) the notes will carry
an interest rate of 6.2125% p.a.
Relevant interest payments will be
as follows:

Notes of U.S. \$100,000
U.S. \$1,622.15 per coupon.
THE SANWA BANK LIMITED Agent Bank

INVESTORS CHRONICLE A Financial Times Publication

OF NEW YOOK, as Principal Paying Agent

On sale every Friday £1.40 From your newsagent

micMae

1.20 B.

A Comment of the Comm

INTERNATIONAL CAPITAL MARKETS

Canon brings DM600m five-year warrant issue

By Simon London

EQUITY warrant bond issues dominated new issue activity in the market yesterday, with Canon, the Japanese electronics group, raising \$725m equival**e**nt in total.

The company's DM600m fiveyear issue, lead-managed by Deutsche Bank, is the largest ever warrant hond issue in D-Marks. Japanese issuers have favoured the German currency sector this year because swap rates into yen have been more attractive than from dol-

However, despite the weight of new paper issued yesterday the warrant market was weak following a 300 point fall in the Nikkei index overnight. Canon's \$370m issua, lead-

managed by Yamaichi Interna-tional, traded up to 100% bid. against an issue price of par. The D-Mark deal suffered more, partly because Japanese buying was less pronounced, and was quoted at around 98.50 hid, still inside full fees of 21/4

per cent.
The Euroyeo sector yesterday absorbed its third large issue by a non-Japanese bor-rower in a week, following a Y30hn deal from KFW last Fri-day and Mooday's Y50bn offering by the World Bank.

Borrower US DOLLARS Canon Inc.(a) P Fokal Kogyo Co.(a) P

SWISS FRANCS Mobil Aust.Fin.(a)**† Okobank(a)†

INTERNATIONAL **BONDS**

The Inter-American Development Bank came with a Y35bn five-year issue, lead-managed hy IBJ International, The terms of the issue are close to the five-year KFW issue led by IBJ last week, with paper being offered with a coupon of 7 per cent and re-offered to investors at the fixed price of par.

European and US investors are hungry for yen-denomi-nated paper, although supply in the international market has been over-shadowed by a stream of large domestic issues in Tokyo.

While the World Bank opted to issue at the 10-year maturity, IBJ said it saw better demand at five years. Investors moving into yen bonds in anticipation of an appreciation of the currency are less willing to extend the duration of their

holdings beyond five years. Demand for quality remains strong at the longer maturities well, however, and the market could support more longer-dated issues from sovereign or supranational borrowers.

NEW INTERNATIONAL BOND ISSUES

101.80

101 %

1013

1996

1996 15,/0.15 MJ Int.

Investors hoping for broad convergence of European inter-

est rates bave been building holdings of Finnish markka

Yesterday, Deutscha Bank issued FM300m five-year bonds via Deutsche Bank Capital Markets, the second issue of the week it carries a coupon of 11.25 per cent and was priced at 101.80. The deal traded at less 1% hid, inside full fees of 1%, for a yield of 11.20 per

Many of the bonds were preplaced with European institu-tions, but the lead manager commented that tha deal prompted interest from inves-

tors new to the sector.
Further issues could follow if currency swaps can he arranged.
Turkey increased the size of

its five-year D-Mark bond issue to DM250m to DM250m in the face of strong demand from mainly German retail inves-• PT Indocement Tunggal

Prakarsa, the Indonesian cement company which is the largest company listed on the Jakarta Stock Exchange, plans a \$100m convertible Eurobond issue, lead managed by Gold-man Sachs.

Book runner

24/112 Yamaich) int. 24/112 Nomura Int.

Asian bank aims to lift borrowing sharply

By Tracy Corrigan in Hong Kong

THE ASIAN Development Bank plans to increase its bor-rowing programme in the international capital markets sharply in the next few

Its target of \$1.5bn this year will rise to \$25n next year and may reach \$2.5n in 1993, Mr Kimimasa Tarumizu, the hank's president, told the Association of International nd Dealers' annual meeting in Hong Kong yesterday.

The ADB has already com-pleted \$820m of this year's funding programme. During the second half of the year, the bank is likely to issne bonds in yen, Swiss francs, D-Marks, and either guilders or schillings, Mr Tarumiza said.

The ADB is also considering launching a deal in the Australian domestic market, which was recently opened to

In addition, the bank may issue a global bond offering in yen, which would be tha first of its kind.

sovereign and supranational

Some of the funds will be used to foster the development of regional capital markets in the Asia Pacific region, he

establishmant of financial intermediaries in these markets and may invite some regional banks to participate

 The Hong Kong government plans to start issuing two or three-year government bonds before the end of the year according to Hong Kong's financial secretary, Mr Piers Jacobs, speaking at the AIBD

Proposals to allow government bonds to be issued in paperless form, and exempt from tax and stamp duty, were introduced to the Legislative Council on Wednesday. The proceeds will be used to

finance capital expenditure. Houg Kong's short-term market in Exchange Fund Bills, which started in March last year, has outstandings of HK\$11bn.

Mexico succeeds in a fair exchange

Damian Fraser on the route to the successful privatisation of Telmex

HREE years ago, a successful multi-billion dollar privatisation of Telmex, Mexico's telaphone company, appeared improba-

Mexico's telephone monopoly was appallingly managed, badly regulated, strangled by its unions and an array of government taxes that made long-term planning next to

More to the point, Mexico and Mexican companies, were in effect barred from the international capital markets. Nevertheless, the privatisa-

tion of Telmex draws to a close this week with a \$2bn interna-tional offering for up to 14 per cent of the stock. If successful, it will be - by some measures - the second-largest global share offering ever. The offering marks the cul-

mination of a privatisation first announced in September 1989. In December last year, Grupo Carso, led by Mr Carlos Slim, a dynamic Mexican busi-nessmen, Southwestern Bell and France Telecom purchased a controlling 20.4 per cent stake in the company for \$1.76bn.

The improbable success of Telmex's privatisation is a tes-tament to Mexico's economic progress in the past three years. As one broker close to the privatisation remarked: "Buying a country's telephone company is as close a proxy to buying its economy as possi-ble." Since January 1 the Mexi-can bolsa, fuelled by foreign enthusiasm over Mexico'a economic prospects, has gained 60 per cent.

The stock market boom aside, the Mexican Finance Ministry deserves much of the credit for the successful priva-tisation by deciding to reform Telmex before selling it off - a step the Argentine government avoided when privatising its telephone company, Ental. The Mexican decision was

helped by the appointment of Mr Pedro Aspe, the minister of finance, as chairman of Tel-mex Telmer and his ministry worked together in promoting the privatisation, rather than, as was frequently the case in previous Mexican privatisa-

tions, against each other.
Mr Aspe, as chairman,
almost immediately reformed Telmer's inefficient tariffs and taxes. Until January 1990, the Telmex customer paid some of the highest tariffs in the world for long-distance and international calls, and some of the lowest for local calls. The Telmex customer then paid an array of taxes - in soma cases a 15 per cent value added tax, a 35 per cent telephone tax, and a 20 per cent earthquake tax,

on top of the bill. The combination of heavily-subsidised local calls and excessive taxation meant that Telmex had insufficient investment funds to meet pent-up demand. According to an 1989 American Telephone and Telegraph survey of 37 countries, Mexico had just 5.6 lines per 100 per inhabitants, ranking 34th in the survey, ahead of

Iran, Thailand and India.
As from January 1 1990, the telephone tax was abolished and Telmex was allowed to keep the revenues. A new telephone tax was designed so that Telmex could offset almost all of the tax by investing heavily in networks. Telmer started charging for local calls, raised servica charges, increased long-distance rates by 42 per cent, while cutting international charges. Profits in 1990 subsequently doubled those in 1989, reaching \$1.1hm. Over the next six years, regulation of telephone prices is lentent. Tel-mex can raise the average tariff on the basket of telephone charges by an amount equal to the rate of inflation, and must eliminata cross-subsidisation between long-distance and

The government also set about taming Mexico's powerful telephone union, which had obstructed the introduction of new technology in Telmex. In a labour contract, signed in 1989, one collection was a seriesment. one collective wage agreement replaced 57 departmental ones, 500 levels of salary were reduced to 41, and, most crucially, the union promised to allow new technology into Tel-

The union was later offered 4.4 per cent in the newly-privatised Telmex, worth nearly \$10,000 per worker. It has since become an ardent supporter of

the privatisation.

The final ingredient was the change in Telmex's capital structure on June 15 last year. The government divided 60 per cent of Telmex's equity into non-voting ("L" shares), and 40 per cent into voting shares ("A" shares). Thus, control in Telmex could be had for a mere 20 per cent of the total equity. Further, Mexican control of a controlling group could be had for just 10 per cent of the coulty. cent of the equity.

his capital restructuring did not simply satisfy
Mexican zenophobia. By
bringing in foreign telephone
companies at the first stage of
the privatisation, the government boosted the value of Tel-mex in the second-stage global

In December, Grupo Carso paid just \$2.04 an A share; on

Monday, investors were asked to pay an equivalent of \$3.41. Mexican critics of the privatisation claim the government has been too concerned with has been too concerned with reising money from the privati-sation and too unconcerned with the competitive conse-quences of the sale. They say that the new concession was too generous to Telmez, and that the Finance Ministry should have split Telmez up into several regional carriers and a long-distance one before and a long-distance one before

selling it off. However, if Telmer had been split up, investor interest in the poorer and underdeveloped southern part of the country may have been slight, and standards would then have dif-fered markedly within the

country.

Further, the creation of a monopoly has enabled the government to demand that the new owners make substantial investments in Telmex over the next decade. Mr Aspe says the government is mainly privatising investment in the telephone company, rather than just the provision of telephone services. In the next five years, Telmex has to invest \$14bn and increase lines in service by 12

per cent a year.

Helped by Telmex's successful road-show, other Mexican private companies have returned to the international capital markets, for the first time in a decade.

Further, in a country crip-pled by budget deficits for the best part of a decade, the gov-ernment has raised almost enough money from the privatisation (about 1 per cent of GDP) to run a budget surplus

And, not least, Mexico may have a decent telephone sys-tem by the end of the decade,

Swiss creditors vote to accept Bond deal

11%

BOND Corporation's Swiss creditors yesterday voted for a scheme to convert debt into equity that could secure them up to 19.8 cents in the dollar, writes William Dullforce in

FENNISH MARKKA Deutsche &k Fin.(Curacao)(a)†

r-American Devt.Bank(a)†

Ferrier Hodgson, Australia's leading insolvency consultants, quoted yesterday by Mr Tim McGrath, executive director of the embattled Australian con-glomerate, creditors stand to eneva. recover up to 19.8 cents in the dollar under the scheme com-

FT-ACTUARIES SHARE INDICES

Corp goes into liquidation. This was the first vote by foreign creditors. According to Mr McGrath, 94.1 per ceot of Swiss bondholders represented and 92.6 per cent by value of the debt voted in favour.

Cedel may accept compromise with Euroclear By Tracy Corrigan

CEDEL, one of the two Eurobond clearing houses is prepared to accept a compromise solution to a dispute on the exchange of clearing infor-mation with its rival Euro-

Mr Andre Lussi. Cedel's chairman, who is to announce his decision at the Association of International Bond Dealers' annual meeting in Hong Kong

today, said he hopes a legal agreement will be signed in a matter of weeks. The agreement will end a long-running dispute between the two companies, both of which have now given some

ground. Mr Lussi said the agreement will eliminate 70 per cent to 80 per cent of the US\$40m in costs to Eurobond trading firms

every year, as a result of late delivery under the current sys-

Last year, the two firms agreed to renegotiate their 1980 "bridge" agreement on exchanging settlement infor-mation but, despite mediation by AIBD, the two parties feared to have reached stale-

Now, Cedel has decided to

accept a compromise based on a Euroclear proposal put for-ward late last year, which incorporate multiple exchange of files during the day, so that interest due on bonds does not have to be back-dated because of a slow exchange procedure. However, it does not include delivery versus payment, a concept favoured by some reg-

...LONDON MARKET STATISTICS

* The Financial Times Ltd 1991, Compiled by the Financial Times Ltd in conjunction with the Institute of Actuaries and the Faculty of Actuaries Moq May 13 Tue May 14 **EQUITY GROUPS** Thursday May 16 1991 & SUB-SECTIONS P/E Ratio (Net) rd adj. 1991 to date Earning Yield% (Max.) Figures in parentheses show number Day's Change hdex No. stocks per section 14.65 827.68 830.52 837.23 861.18 20.95 1087.64 1094.77 1099.43 1069.52 28.94 1314.97 1314.00 1318.42 1349.58 40.46 2340.50 2347.63 2371.04 2341.94 4.09 1746.88 1748.98 1756.42 1399.05 10.60 433.98 433.21 436.53 452.68 8.07 437.82 440.71 430.6 462.70 0.59 455.02 456.07 456.94 486.67 31.60 1472.54 1499.02 1515.46 1556.98 12.84 1442.46 1448.14 1460.03 1247.63 14.86 1799.09 1796.73 1810.16 1474.71 15.95 1154.29 1155.72 1164.30 1075.66 11.81 659.00 662.30 472.82 155.67 20.96 1433.81 1435.60 1476.65 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 662.03 672.82 572.25 11.81 659.00 642.00 672.82 572.25 11.81 659.00 642.00 672.82 572.25 12.75 122.00 1302.68 1273.92 1232.90 13.24 1512.09 1508.49 1536.40 1606.52 26.91 2491.66 2191.14 224.00 2476.89 1390.77 11.46 1851.23 1861.97 1860.11 1728.83 12.75 1222.20 1224.55 1233.47 1130.75 14.65 827.68 830.52 831.36 10.91 11.70 14.20 11.43 14.87 7.49 9.41 6.23 9.48 12.28 1745.77 434.77 436.87 Engineering-General (47) Metals and Metal Forming (8) 451.68 324.30 1479.66 Motors (13), Other Industrial Materials (20). CONSUMER GROUP (187)...... Brewers and Oistillers (22)..... 14.81 14.31 12.40 16.08 19.03 11.42 13.57 15.40 14.76 12.72 11.23 25 Food Manufacturing (20).... 26 Food Retailing (16)...... 27 Health and Household (21). h159.18 .(3200.34 .1314.94 Hotels and Leisure (23) ... Media (25) 1454.74 666.26 31 Packaging, Paper & Printing (16) 34 Stores (33) 908.82 1216.05 13.71 11.94 11.09 10.92 14.12 B.15 42 Chemicals (21)...... 43 Conglomerates (10). 44 Transport (14) 1373.52 1510.30 2211.81 45 Electricity (14) 46 Telephone Networks(4) 47 Water(10) 1208.19 1440.13 2473.72 48 Miscellaneous (22) 4.56 13.17 12.75 1222.20 1224.55 1233.47 1130.75 5.69 12.11 40.03 2327.34 2340.25 2366.98 2320.72 4.70 13.02 14.90 1316.63 1319.77 1330.08 1229.85 49 INOUSTRIAL GROUP (481 1225.94 51 Oll & Gas (19)... 2340.48 +0.6 10.76 59 500 SHARE INCEX (500 1321.09 14.90 131.6.63 1339.77 1330.08 1229.85 17.76 797.01 796.81 807.59 784.50 21.93 887.52 888.34 966.44 837.58 41.64 1460.16 1460.70 1474.37 1335.52 20.23 665.34 662.06 672.37 664.32 21.24 1080.52 1088.30 1097.13 1052.89 4.47. 423.36 422.83 425.02 432.44 7.83 960.87 978.99 982.75 1083.02 4.44 285.60 266.80 287.77 351.93 +1.2 +1.2 +1.3 +1.5 +1.7 +1.5 +1.5 7.70 61 FINANCIAL GROUP (97).. 806.22 898.20 1478.90 675.64 18.83 2 Banks (9). 55 Insurance (Life) (7)...... 66 Insurance (Composite) (6) 67 Insurance (Brokers) (8)... 1098.37 71 Investment Trusts (70) ... 15.23 1190.82 1193.31 1203.31 1122.46 4.83 +0.4 Day's Low (b) May 15 10 Day's High (a) May 14 May 13 FT-SE 100 SHARE INDEXA

	FIX	ED I	NTE	RES	r			AVERAGE GROSS REDEMPTION YIELDS	Thu May 16	Wed May 15	Year 890 (approx.)
	PRICE INDRCES	Thu May 16	Day's change %		Accrued Interest		2	British Government Low 5 years	9.19 9.80 9.95	9.22 9.80	11.07
2 3 4	British Government Up to 5 years (28) 5-15 years (29) Over 15 years (8) Irredeemables (6) All stocks (70)	121.03 130.14 136.57 149.30	+0.04 -0.02 +0.03	120.92 130.10 136.59 149.26	2.21 1.80 0.62	4.29 5.15 5.02 6.11	456789	(0%-74,%)	10.38 10.25 10.17 10.56 10.41 10.30 10.18	9,95 10,40 10,25 10,17 10,58 10,40 10,28 10,18	10.92 12.42 11.39 10.95 12.54 11.69 11.23 10.82
6	Index-Linked Up 10 5 years (1) Over 5 years (10) All stocks (11)	158.63 146.92	-0.01	129.39 158.62 146.94 147.83	0.01 0.86 0.83	2.72 1.52 1.56	12 13 14	Endex-United Inflation rate 5% Up to 5yrs. Inflation rate 5% Up to 5yrs. Inflation rate 10% Up to 5yrs. Inflation rate 10% Over 5 yrs. Debs & 5years.	3.83 4.15 3.02 3.98	3.84 4.15 3.03 3.97	5.17 4.16 4.06 3.97
9	Deks & Lezze (56)	110.24	+0.04	110.19	2.62	3.47		Delts & 5 years	11.63 11.42	11.63 11.42	13.75 13.42

Appening Index 2464.1; 9 am 2458.0; 10 am 2471.7; 11 am 2480.9; Noon 2476.9; 1 pm 2474.8; 2 pm 2474.6; 2 30 pm 2476.7; 3 pm 2478.4; 4.10 pm 2470.9; (a) 10.52am (b) 8.42am f Flat yield. Highs and lows record, base dates, values and constituent changes are published in

		RIS	ES	ANI	FA	LLS Y			RDA	Y	
inan ils lanta Mines	cial a	nd Pro	perties.		gn Bond		,	9532 257 123 15 0 38 46	21	lis 21 2 35 37 24 2 31 37	Same 31 16 990 522 53 8 94 51
ת	otais.					· .		513	50	29	1,765
_			L	ONDO	N RI	ECENT	133	UE	5		_
EQI	JITI	E\$									
hsue Price	Anti al Paid UP	Latest Repeat Date		91 ·		tock	Classing Price	tor	Net. Div	Times Gr Cov'd Yi	ns P/E dd Ratio
100 - 100 XX 100 XX -	FP. FP. FP. FP. FP. FP. FP. FP. FP. FP.		DESCRIPTION OF STREET	100 A 100 A	berfurth Spio, Income 1 lo, Units 16 outra-Opti to, Zero Phy to, Zero Phy to, Zero Pri FM Income in Zero Divisione Petrol ressore in padine Bo I Mil Warra Langower ix	ifft Ler Co Ligo p cal last 1pPrf. 50p Chip Tst Tst Prf. 50p Tst Tst Si ch Publing 10p	日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日	7	M9.0		
isset Prior		Paid *	(atest Resume Date		INTE	REST S	8110		5	Clasia Price £	
100 100 100 100 100 100		D. D. M. D.		460 103% 1050 103% 8000 103%		6Cigarmurk 6p Hanson 9½ pc (Lillechall 9pc (Rbit Capital 8 Slough Ests 8½ Tarmac 9½ pc (CV. Rec Cv. Bd Cv. Rd. P Cv. Rd. P Cv. Con cp (Net) Crv. Cap	f. <u>61</u> Bes. 2 Cm. Bds. 2	2006	101 V 105 101 V 500 101 V	7 724
Issue	. 14	noest.	Latest			B OFFE	RS	_		Clesion	
Prio		Paid 100	Resume Date	Bigh	Low		Stock	k		Price p	+=
97 112 210 87 152			11111	Sport 13pm 24pm 25pm 25pm 164ppm	3pm 10pm 16pm 22pm 25pm 15pm	@Alifed Leises 6 BA Group Baint (Www.) Bank of Scoti Bibby UP 50p @Cooper Carri	50p			5pt 11pm 19pm 24pm 15pm	:

issue Price	Amount. Paid	Latest Resume		90	Stock	Closing Price	+ 0 =	و ا
	щ	Date	Bigh	Low		P	-	١,
cover based of tarta, cover ba 1990-91. Hi divident, cove estimates for Forecast, and finance. A Off	ix dhidea sed as pro Dividead er and pit 1991-92 salibed di fered to b	d on fail o cricus year and yield i chased on . If Sivida vident, co pidens of c	apital. g A 's curvings insed on pr latest anno not and yle not and pl more and pl molimer six	esumed divident , F Divident respectus to rai earninge to tuned on e ratio bas icts as a "n	ANTIVE Letture 59 BBA Group BBA Group Bank of Scotland Blatty UN J-90p Bank of Scotland Blatty UN 90p Couper Clarke Expanses Intil Literic Chamists 59 Idecklying (Althrell Pressar 59 Sanderson Marray 50p San	marathed di Idad estimated and 6 or other c 1992, Q G Iss. W Pro	rideni des for ballissi orss. R Forma	

	TRA	DITIONA	L OPTIONS
	First Dealings Last Dealings Last Declarations For settlement	May 7 May 24 Aug. B Aug. 19	Calls: Aran Energy, Beristord Infl., Burton, Betterware, Creigh- ton, Ex Co Louisiana, Hanson Wa., Oliver Rea., Rotork, Themes
),	rete indications se	e end of	TV, SmithKline Beecham. Puts: Ratners, Put & Call: Brent Walker.

letion		34	Gct.	Jac	je.	PUTS Oct	in	Option		Jel	CALL			PUIŠ Bet	j.,	Option			Sep Sep			PUTS Jug	-
alid Lycos	550	42	62	73	23	28	34	Utri, Blocuits	360		32	40	10	17	20	Blue Circle	240	20	31	36	3	10	14
575)	650	19 16	37 22	50 32	53 95	57 %	59 97	(*365) Uniterer	700	7½ 55	17 75	25 90	30	17	21	(°254) British Gas	260	912	19	26	4	22 15	24
ISDA 109)	110	6½ 2¾	91 ₂	125 85	35	S12 16	10 17	(*729) Ultramar	750 300	22	45	60	35	39	45	(241)	260	25	6	10	20	29	31
	130	Ϊ'n	23	512	12 22	23	25	(*312)	330	28 11	35 18	25	25	2	15 36	(*193)	2200	18	B	17	12%	19	21
Frit. Airways	146	30 12	31 18	31 21 12	24	42 11	6	Option	h	May			May			Eurotomei (*472	460 500	16	57 38	78 55	20 44	35 36	62
	180	4	9	12	ž	24	15 27		1850 1900	280 260	=	Ξ	20 20	=	Ξ	Glazq (*1068)	3050 1300	44 25	87 59	105 80	20 47	40	49 75
imKi Bee fam A *763 i	700 750	79	97 65	84	7	13 29	-	Southern Elec (*206)	1.80 200	27	=	-	14	-	-	Hanker Skid	. 550 600	28	52 27	60	23 55	33	44
	800	20	40	57	51	57	62	Option		May	Aug	Key	May	Aug	Nov	Hillsdown	240	10	20	26	20	13	17
368)	330 360	18	33 19	58 40 26	45	7½ 19 55	10 21 37	Brit Aero (%20)	600 650	20 2½	52	62	7	22 48	29	(*245) Loude	260	3 21	1112	17	25	_	29 124
B.P.	390	29	36	_	4	9	_	BAA (*445)	420 460	29	42	55 33	2	14	18	(*254) Midland Sk	260	712	74	21	12	91 ₇ 19	22
(925)	330 360	12	19 9	25 14	13 41	20 42	23 6	BA7 lods	650	55	20 50	57	19 4	33 18	30	(237)	220	107	27 16	24	13	19	21
Sritish Steel *230)	120	12	13	14½ 8½	3½ 10	11	- 14	(%77) . BTR	700 360	5½ 29	26	34 45	27 1	75 ₇	57 15	Power	130	13	15	19	3 7	8	9
Range (140	1½ 55	31 ₂	5.	18½ 22	20	21	(*382)	390	3	21	Ū	12	20	26	(°238) Resters	800	47	6 ½ 78	13 107	18	13 38	47
1950	950 977	28	57	81	50	33 57	34	Brit. Telecom (*364)	360 390	10 1	21 7%	77 27	4½ 26½	13 34	10 56	(*819)	850	22 21	53	79	44	62	Ġ9
					_			Carbuy Sch	330	29	42	49	.1	6	.2	R. Royce (*156)	160		26 125	64	7		134
: & Win 1523 I	500 550 600	12	翠丛	24	188	49	27 53 90	(*356.)	360		23	30	812	17	22	Sears (*89)	90	2	11 5	15 7	71 ₂	3½ 8½	4½ 10
cortanids	360	46	57	65	5	9	12	Eastern Elec (*182	100 200	ě,	13	13	31 ₂	17 32	19 33	THF (*268)	260 280	10	10 11	25 14	22	15 25	16 27
1403 I	390 420	23	37 22	47 32	33	19 36	25	Guinness (*946)	900	54 15	87 34	102 69	2 16	15 32	20 40	Thorn EMI	700 750	37 12	47 23	56. 35	12 38	35 65	40
701)	460 500	57 26	49	35	45	22	29	GEC.	100	142	19	22	ş	512	612	TSB	140	14	17	20	2	412	6
Fisnes	550 420	8 60	19 75	30 55	52	55	9½	(*193.)	200	1	612			16	17	(*251) Vani Rods	160	5	6½ 8	9½ 12	12 54	<u>16</u>	17 11
*469)	460 500	\$1 12	46 26	55 37	15 36	18	. 43	(*220 j	220 240	3	5	18½ 9½	22	10°2 24°2	12 25	(*S60) Welkowne -	70 550	46	5 72	84	12 10	16 22	29
:KN	300	48	55	_	3	,	_	(*340 i	330 360	16 4	30 17	43	23	13. 30	20 37	(*563)	600	19	. 44	56	33	G	49
*337 I	330 360	26 10	30 10	40 27	10 28	10 36	22 39	Lucas Inds (°157)	140 160	10 4	25 11	20 16	64	1	. 7 36	2375	(VIII) 2425 2	7-SE 475 2	1719E	575 Z	71) 123 :	675	272
rand MeL 768)	700 750	87 52	102 68	87	5 17	14 29	35	P. & Q.	550	34	55	58	3	14	23	CALLS May 100	58	28	77	4	,	19	_
	800	24	42	62	45	55	62	(*578) Pilideston	100	4	26	34	27	30	48 17	Jon 123 Jei - Sep -	83 112	55	32 56	ַ עַ	29	5	3
.C.L.	1200 1250		145 115	100 150	25 G	47 67	54 72	(*1E3)	200	14	74	15	20	29	30	Dec -	翌	Ξ;	95 148 202		105	=	34
	1300	62	90	128	67	90	92	Productal (*226.)	220 240	11 5	22 15	26 16	77. 14	17	11 22	Mar -	258	_	202		50	-	770
Chofisher	460 500	40 19	35 33	69 47	10 30	17 57	21 40	Racal (*224 I	220 240	9	19½ 11	28 19	31 ₂	14	77	May 5 Jun - 20	31	35 52	60 - 1	14 1	55 I	162 199	248
	550	512	16	27	70	ñ	73	R.7.Z.	500	33	52	61	24	12	19	Jad - Sep -	47		90 100	- 3	55 55	=	248 238 225
adardie ·	240	36 21	44 30	٠ 34	<u>3</u>	8 14	-	(*526) Scot. & Hear	550 390	4 8	25 22	35 30	. 8	35 24	42. 25	Na -	100		115 135		75	Ξ	225 225
	260 280	10	18	25	19	23	16 25	(*990) Tesco	420 260	14	9	17	34	G	45	2350	FT-0	SE 196 1450 :	MEZ (*	2471 250 2	10e 2	450	7784
and Scor (S27)	460	77 35	43	30	2 10	12	19	(*Z)7 }	290	512	16	22	6	12	14	CALLS May 127	AD.	40					
	550	6	17	30 25	40	6	6	Thames Water	300	10	25	30	2	12	17	Jon 146	104 130	Ž	G ·	23 50	12 12 32	7 10	4
M & S	240	18	27	12 21	,5	77 <u>2</u> 17	10	(*314) Option	330	2 Jaj	4	14	78	32	34	Aug 185	148 1 222	<u></u>	86	66	48 10	22	22,70
(*255)	260	8	15		_		20	STC	290	-	.	=	4	- -	=	PØTS -		_		_		_	
Spinghery (*377)	360 390	24 10	37 22	47 31	8 25	12 25	13 28	(*320) Option	900	_	Sep	Jec.	, Seet.	Sea	Dec.	May 42 Jun 16 Jul 27	1070	23 44 57	50 · 66 I 80 I 90 I	% I	AG]	92	240 241 242 243
Shelf Trans. 1905 I	500 550	32 10	43· 19	52 30	14 48	25	26 53	Abber Hat. (*271.)	260	17		33			12	Apg 35 Dec 1 -	48 75	<i>i</i> 7	90 I	ž į	58 I 58 I	90	263
Storehouse P111 I		64g		13 8%	7½ 14	8 ¹ e :			200	6				19 : :	22	May 26 Total Calle 15,857	Cont	acts 2	7.834				=
					•			Amstrad (*71.)	70 80	51 <u>5</u> 11 ₂	5	\$ 17,5	24 20	5½ 12	13	FT-SE bules	Calls 3	.554	Pets 2	625		٠,	
infalge '256 i	240 260	20 91 ₂	33 19	35 25	10 21	13 26	21 33	Sarcians 1945 i	420 460	37	47 26	55	6	17 36	24 40	Euro FT-SE *Underlying s Prendons sis		price.	16	eg da	ites co		

BUSINESS SOFTWARE

A selection of software packages to suit your business needs appears every Saturday in WEEKEND FT.

Order your copy today.

Bankers question Hanson's ability to fund a cash bid

Eurocle

active and the

171 min 2 min 1 mi

 $g(x,\lambda)^{\frac{1}{2}}$ 45 J. .

whether or not Hanson's stake in ICI was a prelude to a full bid, attention was turning yesterday to the question of how Hanson could the question of how Hanson could finance such an acquisition.

If Hanson was to pay cash for ICI its balance sheet would look hideously overstretched, at least until it could raise money through disposals. On the other hand, if it were to issue shares, the prospect might be for earnings dilution, although it is almost impossible now to make detailed forecasts of the profits and earnings of a combined aroun. earnings of a combined group.

In theory Hanson easily has the borrowing powers to buy ICI. It can borrow up to 2% times its share-holders' funds plus written-off-good-

will - giving at present a total of Henson's latest balance sheet, at March 31, showed gross deht of £7.2bn and cash and investments of £7.4bn. Thus if it were to pay £11bn for ICI it, would need to borrow an extra £4bn. To be on the safe side

By Maggle Urry and Stephen Fidler

WHILE the City was still wondering Hanson might need to line up irrevwhether or not Hanson's stake in ocable commitments from banks for ICI was a prelude to a full bid, 25bn or 26bn.

But borrowing might be harder in practice. According to bankers, Hanson would have difficulty raising money from international banks to finance a cash bid - but some believed it would still be possible. They said Hanson's biggest task would be to convince ICI's many

bankers to ditch an important client for a bid which might not in any case succeed. It was unlikely, for example, that a UK clearing bank would risk its relationship with ICI and possible public opprobrium by backing Hanson. ICl's board contains a number of prominent bankers, including Sir Jeremy Morse, chairman of Lloyds.

Banks would thus weigh up the chances of success of the Hanson hid. In on election weer some

bid. In an election year, some doubted whether a high-profile break-np of ICI, which employs 53,000 people in the UK, would be allowed by the government, particu-

Hanson would be unable to make a cash bid unless its investment bankers were satisfied that the cash was available. In Hanson's £3.5bn bid for Consolidated Gold Fields, all cash was generated internally.

Raising the necessary funds would in itself be quite a task since banks have become extremely careful about lending large sums to corporate clients. A 25bn or £8bn loan would involve up to a dozen banks committing £500m apiece — a large commitment for a relatively large group of banks. Because of the need for secrecy, they would for a time be unable to reduce their exposure by selling down to other banks.

Although bankere said Hanson had been careful to cultivate bank relationships over recent years, they believed it would be unable to rely on its many bilateral lines of credit from banks if the money were to be used to finance a takeover bid.

Large takeover bids financed with bank credit often create problems of conflicts of interest for bankers, which are forced to choose between two clients. This conflict was most strongly felt in Sir James Gold-smith's proposed £13bn consortium bid for BAT Industries first mooted in July 1989. Many banks were reluctant to back Sir James though, in the event, they were never formally asked to - because of their links with BAT.

Even if banks do agree to put up the cash, an acquisition financed this way could create a sizeable hole in Hanson's balance sheet. ICI'e last balance sheet showed net assets of £4.7bn. If Hanson paid £11bn for ICI it would have to write off the difference in goodwill, wiping out its own net assets of £3.2bn. That would leave negative net worth of more than £3bn, a precarious base on which to balance net
debt heading for £6bn, including
ICI's £1.6bn of net debt.
Although the balance sheet would

look somewhet precarious, the profit and loss account would be abla to cope relatively comfortably with the interest on the extra debt. One way round the balance sheet

problem would be for Hanson to revalue ICI's assets upwards so that the goodwill write-down would be less. However, analysts view this sort of accounting with scepticism. If using debt to finance the bid If using debt to finance the bid causes too great a problem, Hanson's solution could be to issue shares to psy for ICI. Mr Charles Pick, Hanson watcher at Nomura Research, reckons that Hanson could offer, say, six Hanson shares plus 180p in cash, convertible stock or loan notes, for each ICI share. That would mean issuing 4.2hn Hanson shares and paying 21.3hn in

Hanson shares and paying £1.3bn in cash. This would be a similar to structure to Hanson's final offer for Imperial Group in 1986.
According to Mr Pick the balance sheet of the merged group would then look relatively lowly geared, with debt about 31 per cent of net would change for the worse if Han-son was forced to hid up for ICL But this solution also bae its

drawbacks. The balance sheet might look fine, but earnings dilu-tion could become a factor. And if Hanson has any concern about its advanced corporation tax position the need to pay dividends on all those extra shares would not lessen its difficulties.

A compromise might be to

finance the bid with debt to the finance the bid with debt to the extent that Hanson intends to raise cash from disposals, and use shares for the parts of ICI which Hanson would prefer to keep. And Hanson could try to pre-sell some of the parts of ICI.

If even the financing of a bid causes difficulties, let alone the political wrangling which would inevitably follow soch a move, why should Hanson pursue ICI? Analysts believe that Hanson needs a large

believe that Hanson needs a large acquisition to keep its profits mov-

assets of around £9bn, if goodwill of ing ahead — although the target £3.5bn was written off. The cums does not have to be ICL

The Peabody acquisition, which cost a mere £653m, is helping this year's profits to rise, in spite of the recession. Current year profits will also be buoyed by the gain on the sale of Hanson's stake in Newmoot Mining, a stake which was not sold for cash but swapped for Cavenham Forest Industries, the timber group. Analysts reckoo this could contribute around £135m to pre-tax profits this year, perhaps 10 per cent of the total, although Hanson does oot dis-

close the amount.

That Newmont profit will not be repeated next year — unless Hanson finds something else to sell — and with the recession showing no signs of easing it will be harder for Hanson to raise profits in 1991-92. If this is the motivation for the share purchase - and with Hansoo itself making no comment it is still merely epeculation — Hanson would appear to be moving from weakness rather than strength.

Institutional

investors

surprised

By David Owen

and baffled

HANSON'S move has provoked snrprise and hafflement among UK institutional inves-tors and prompted some of them to consider adjusting their holdings of Hanson and ICI shares. However, oo con-

sistent pattern of buy and sell intentions was yesterday apparent,
"My main concern at the moment is my holding in Han-

son," said Mr Ernie McKnight, head of UK equities at Scottish Amicable. "If he has dooe it

for investment purposee, it makes me question why I am holding Hanson: we could boy a small stake in ICI our-

"As far as ICI is concerned I think it underpins the share price," Mr McKnight added.

Mr Ron Florence, assistant general manager of Friends' Provident, said hy contrast that his iostitution was

"happy to be a holder of both

companies."
"This does not necessarily have to be negative for British industry," he said. "I am sure that Hanson has thought this

A senior executive at

another institutional investor, suggested that it might be

eppropriate to sell shares in either Hanson or ICI hut hed not decided which.

"From an investor's point of view it is right to be selling one or hoth of these shares -but I don't know which it would be," he said.

Mr McKnight expressed sur-

prise at the manner in which Hanson had bought the shares.

"Normally in the past when they have bought stakes they

have done it quietly," he said.
"I am quite sure that his brokers could have bought the shares on the market et a

lower price over a few weeks.

Another common reaction was donbt thet politicians

would permit a takeover of

Likely targets for a break-up to recoup costs

By Clive Cookson ...

IMPERIAL CHEMICAL Industries includes a myriad of different businesses which might be sold off in various combinations. Almost every chemicals could face regulatory objections. Almost every chemicals could face regulatory objections if it keeps both. But ICI Pharmaceuticals is bound to be Hanson's first priority for selling. Its estimated intends to buy ICI and then break it up.

They have come up with fig.

They have come up with figures ranging from £9hn to £15bn - or from £12.5 to £21.5 per ICI share – depending on how quickly Hanson tries to sell on the husinesses and how well the chemicals industry, recovers from its cyclical

recovers from its cyclical Merck — actually to come up with £6bn cash. They would be more interested in some sort of reasonable — price-earnings — more interested in some sort of merger or alliance with ICI ratios to projected profits for ICI's main business sectors, and produce hreak-up values like those in the table below.

In practice, selling off ICI piece by piece would take several years and would require an enormous amount of management time, as well as excelagement time, as well as excel-lent contacts inside the international chemicals industry.---Analysts believe that Hanson would try to recoup mostof its acquisition costs by sell-ing the research-intensive rmaceutical and agrochem-

ical businesses. Smaller high-technology businesses in the epecialist chemicals sector, such as advanced materials, films and hiological products, would also be high on the disposals

The low-technology hulk chemical husinesses would probably be kept within the Hanson group. Many analysts predict that the global petro-chemical industry will euffer from overcapacity until the mid 1990s, even if the world economy grows etrongly but Hanson would try to improve the profit margins of ICI plants by cutting costs ruth

lessly.
The Tioxide pigments husiness, which became a wholly expertise and owned ICI subsidiary only last face strong po December, will be a high prior and regulator ity for Hanson to sell. Hanson's selling it on.

IMPERIAL CHEMICAL Indust own SCM chemical business.

applied to all international

drug companies.
But it would be hard for any European or American huyer whether a German chemi-cals group such as Hoechst or a US drug company such as Merck – actually to come up with £6bn cash. They would be

. The top half a dozen Japanese drug companies are anx-lous to expand into the global-market and any one of them could raise the funds to buy ICI Pharmaceuticals.
Since the UK has four other

internationally successful drug companies - Glaxo, Smith-Kline Beecham, Wellcome and Fisons: - it would be difficult to claim on grounds of strategic national interest that ICI Pharmacenticals should not be sold on to a foreign buy-

ICI Agrochemicals would be easier for Hanson to sell. The international agricultural chemicals industry is now in a period of restructuring and consolidation and a number of European and American com-panies could afford to buy ICPe highly regarded husiness – one of the world's three largest manufacturers of pesticides

and herbicides. However ICI is the UK's main centre of agrochemical expertise and Hanson would face strong political objections and regulatory obstacles in

 \$21,415m
 \$2489m
 \$28,00n

 \$21,639m
 \$2108m
 \$21,00n

 \$22,321m
 \$2.5m
 \$21,00n

 \$21,521m
 \$2.5m
 \$21,00n

 \$21,53m
 \$21,35m
 \$21,35m

 \$2,891m
 \$210,53m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$210,5m
 \$21,35m

 \$2,891m
 \$21,35m
 \$21,35m

 \$2,891m
 \$21,35m
 \$21,35m

 \$2,891m
 \$21,35m
 \$21,35m

 \$2,891m
 \$21,35m

£ 18m £ 50m £100m

£110m £ 12m

£13.0bn

			\ \ \
		Z V	
A PA			SI
			III N
	terauson		

A stiff test for the Brussels merger task force

By Robert Rice, Legal Correspondent

A BID by Hanson for ICI would spark off the higgest merger investigation handled by Brussels since it got new powers to vet mergers with a European Community dimension last

require pre-notification to Brussels under the EC Merger regulation taking it initially ont of the hande of the UK competition authorities. In principle, the regulation would require pre-notification of any proposed deal within seven days of its announce-

A bid of this size would eutomatically

The pre-notification form which has to be filled in and submitted to the Commission is tough, long and detailed.

Twenty copies of the completed form and 15 copies of all supporting docu-ments have to be submitted, creating enough paper in a case like this to fill

several lorries.

To meet the pre-notification deadline
Hanson would clearly need either to
talk to the Commission in advance of announcing its intention to bid in order to eliminate information Brussels doesn't require (difficult to do and keep a proposed bid secret), or prepare its notification a long way ahead of announcing a bid.

Following notification the merger would automatically be suspended for three weeks and tha Commission would then have one month to decide whether the deal was covered by the regulation and whether there were "serious doubts as to its compatibility with the common

market."

To decide this within one month in a case of this size would provide the Brussels Merger Task Force with its stiffest test to date. As well as consulting with a number

of different services within the Commission, such as the legal service and other Directorates General which may have an interest in the case, it would want to consult the UK competition

It would also need to analyse the effect of the merger in several different and complex markets.

If after a month it decided the merger raised "serious doubts" it would initiate

a formal investigation. Hearings and requests for further information would follow.

The Commission would have to decide whether it created or strength-ened a dominant position which would significantly impede effective competi-tion in the common market or a substantial part of it.

Market share would be the most

important criterion to be applied. The regulation assumes a concentration would be compatible with the Common Market when the combined market

final decision within four months. If it decided the merger adversely affected competition in the EC it would block it.

If not, it would go ahead subject to the possibility of interference by the UK

competition authorities if, for example, despite Brussels' view, they felt the merger threatened a "distinct market" within the UK. If Hanson'e intention is to break un

share of the companies in any one mar-ket does oot exceed 25 per cent of the EC or a substantial part of

template it against the back-ground of the current UK political situation."

ICI many of the competition objections to a merger might disappear.

Navertheless, there are some areas of overlap in their businesses where Hanson might find it hard to find buyers for existing ICI subsidiaries.

Britain's largest manufactur-ing company to proceed. "If it is an investment, they have managed to puff the price and they will be ont next week," said one senior fund manager. "If it is a preinde to something more serious, one is astonished they can even con-

"I would have thought that the government would not want this hassle at this time," said another institutional

One fund maneger speculated that Hanson might have restricted its investment to 2.82 per cent "because it uses all the net cash they have". The investment could "put pressure on ICI to demerge some of their businesses."

Labour does its best to raise the temperature

By Michael Cassell, Business Correspondent

ICI IN TEN PIECES

Inderal heart drug

Dulux paint ... Novacote adhesive

Klea refrigerant

IF PART of Hanson's strategy in buying into Imperial Chemi-cal Industries is to flush out political opinion on a possibility change of ownership for Britain's biggest manufactur-ing company, it has not had to wait long for the first response. By mid-afternoon, the House

of Commons chamber had heard accusations from a of workers' jobs, along with a call from a Conservative backbencher for an urgent debate on an issue with national, strategic, implications.

Westminster can become easily over-excited at the proscase of Ford, however, MPs emerges, it is clear that any managed to see off the threat to the company's ability by leaving ministers clear that to determine its own future

of the question. But even when the participants are primarily British, as Hanson can rest assured there with BTR and Pilkington in 1986, or BAT and Hoylake last year, MPs can be quick to intervene.

Hanson, a well-publicised : supporter of the government, can expect a fair wind to pur-Labour MP that Hanson was sue whatever course it wants, intent upon lining its own although its close association pockets at the possible expense with the Conservatives may not always help.

Its failure to wrest Powergen from state ownership may partially have been because of sensitivity over accusations of a cosy deal between friends. As for ICI, it is still smarting pect of major corporate names from the government's refusal falling victim to predators — to allow it to sell its fertiliser moet especially when the business to Kemira of Finland potential buyer is foreign, as Though Westminater is with Ford's possible hid for unlikely to get itself in a full lather unless a firm bid Rover Group in 1988. In the lather unless a firm bid

such a deal was politically out will provoke a parliamentary

"If a bid ever materialises, will be one great big, almighty row," Mr Stuart Bell, the Labour MP for Middlesborough declared yesterday. Mr Bell's constituency ambraces ICI plants at Bil-lingham and Wilton, employ-

ing about 5,000 people. Like several Labour colleagues with ICI operations on their parliamentary patches, he is vehe-mently opposed to any hostile

Mr Gordon Brown, Labour's trade and industry spokesman, warned, perhaps a little prema-turely, of ICI's future being "at

He called on Mr Peter Lilley, the Trade and Industry Secretary, to make clear his opposition to any unwelcome Hanson bid while accusing the government of ignoring the type of public interest considerations taken into account elsewhere



Stuart Bell (left) warned of almighty row in event of bid. Ken Warren "businesses operate in a free market"

He claimed that a Hanson enccess could lead to a "carve-up" of ICI and might provide the green light for nothing less than the hreak-up of British industry. ICI, Mr Brown stressed, had



ment, while Hanson had one

of the worst. But whatever Labour does to raise the temperature, it knows that Mr Lilley will not make any public statement on the situation, for fear of prejudicing the government's position in the event of a Monopolies and Mergers invesone of the hest investment records in research and devel-

Mr John Redwood, the Minister for Corporate Affairs, was predictably non-committal yesterday, confining himself to stating that the government "favoured competitive mar-

The Conservative philosophy was best expressed by Mr Ken Warren, chairman of the Commons trade and industry select committee: "A hostile bid does not preclude it from being in the best interests of the target company. Our businesses operate in a free market. If you step in to protect them, you risk destroying their competitiveness. The principle is the same, whatever the size."

The political reality, however, is that, whatever the debate at Westminster, the sheer size of any full-scale bid from Hanson means that it will circumvent British competition policy and end up under the microscope in Brussels.

Summing up the feelings of the UK employees

Merseyside last night summed up the feelings of many of the company'e 53,000 UK employ-ees about the prospect of a Hansoo bid, writes Michael Cassell

He said: "There is nothing to focus on yet. We have to wait until we can see the whites of their eyes; in the meantime we are getting on doing the busi-

Even so, the trade unions representing ICI amployees were not slow to fire the opening salvos in a fight which they hope may never be neces-

sary.

The unions, who yesterday called for the immediate intervention of the Monopolies and Mergers Commission, are to meet oo Monday to discuss strategy in the event of a Han-son bid, but made it clear they believed such a move would be

detrimental to ICI's best inter-Mr Fred Higge, TGWU

A SENIOR ICI manager on national secretary for the chemical industry and chief trade union negotiator with the company, said he viewed Lord Hansoo's initial invest-ment with great concero, "given his long record of asset-stripping and lack of commit-ment to British industry". He added: "It would ha appalling if he were allowed to

gain control of Britain's largest manufacturing company. ICI, like the rest of British manufacturing industry, is working hard to deal with the effects of the recession. That it should now have to cope with the predatory approaches of Lord Hanson is politically and industrially unacceptable."

Mr Keith Stsodring, GMB national officer and leader of 22,000 ICI manual workers, said any hostile takeover hy Hanson would be resisted. He echoed accusations of asset-stripping by Hanson and claimed it had an "appalling record" on

CREDIT SUISSE CREDIT SUISSE FINANCE (PANAMA) S.A.

Notice to the holders of warrants of 47/8% US\$ bonds 1987-97 of Credit Suisse Finance (Panama) S.A. exercisable into shares of CS Holding

The Board of Directors of CS Holding, Zurich, resolved on 2 May 1991 to offer to the existing holders of registered and bearer shares of CS Holding bonus warrants exarcisable into new registered and bearer shares of CS Holding. The existing holders of bearer and registered shares of CS Holding will be allocated

1 bonus warrant series iA for each bearer share

of CS Holding 1 bonus warrant series NA for each registered share of CS Holdina

The existing holdars of participation certificates of CS Holding will be allocated Yo bonus warrant of the appropriate category.

20 bonus warrants NA antitla the holder to purchase ona registered share of CS Holding from 27 May 1991 up to 23 March 1992. 20 bonus warrants IA antitle the holdar to purchase one bearer share of CS Holding

from 27 May 1991 up to 23 March 1992.

The exercise price will be announced on 21 May 1991.

In connection with the issue of these bonus warrants, CS Holding informs the holders of the above mentioned warrants that, by exercising the warrants before noon on 22 May 1991

they can purchase shares of CS Holding which carry the entitlement to bonus war-rents. Warrant holders who wish to take up this antitlement must submit their warrents by the above data to the banks named in tha warrant terms.

All warrants exercised after 22 May 1991 only entitle to shares ex-bonus-warrant. There will be no reduction of the present warrant axarciae price.

10 May 1991

CREDIT SUISSE CREDIT SUISSE FINANCE (PANAMA) S.A.

4%% US\$ bonds with warrants 1987-97 Warrants

GENEVA

Notice is bereby given to shareholders of an ORDINARY SHAREHOLDERS' MEETING to be held on Friday, May 31, 1991, at 11.30 a.m. at the Head Office of BANQUE PARIBAS (SUISSE) S.A. 2. place de Hollande - Geneva (Switzerland)

TO CONSIDER FOLLOWING ITEMS:

- 1. Report of the Board of Directors, presentation of the financial statements for the fiscal year ended December 31, 1990, and Auditors'
- 2. Discussion, approval of said reports and proposals to allocate the net
- 3. Release and discharge of the Board of Directors.
- 4. Elections.
- 5. Election of the Auditors.

Shareholders may obtain entry cards to the Sbareholders' Meeting at the BANQUE PARIBAS (SUISSE) S.A., UNION BANK OF SWITZERLAND and SWISS CREDIT BANK from May 17 to 30 until noon, by depositing their shares or a receipt for such deposit with

The Annual Report, including the income statement, the halance sheet, the Auditors' report and the proposals by the Board of Directors regarding the allocation of the fiscal year's net profit is available to the shareholders at the Head Office and subsidiaries of the aforementioned

Geneva, May 16, 1991

For the Board of Directors

P. Desmarais Sr S. Tapernoux

Secretary



IF YOU'RE INTERESTED IN

new business prospects, the changes in Eastern Europe, and getting in touch with the Hungarian business community.

here's a date for your diary: June 5-7. The 'Hungary, Your Future Partner' Exhibition and Market for investment, Finance, Trade and Services at the New Connaught Rooms (1st Floor), Covent Garden Exhibition Centre, Great Queen St., London WC2B 6DA. This specialised exhibition is open daily from 10.00 am to 5.00 pm. Twenty Hungarian firms will be there to talk over various projects. Now is the time to get in on the ground floor. The tax breaks are generous and all profits can be repatriated. So:

...here's your chance to meet

HUNGARY -YOUR FUTURE PARTNER

UK COMPANY NEWS

Sherwood placing for £11.75m socks deal

By Alice Rawsthorn

SHERWOOD GROUP is diversifying beyond its lace and lingerie interests into socks by buying Seden Holdings from Toleman, the troubled car transporter company, for £11.75m in a deal financed by an £11.68m placing and open offer

Mr David Parker, chairman, said to expand its garment interests to reduce its reliance on lace, which pro-vided two thirds of its £96m sales last

He said that Seden — which supplies socks to a wide range of multiple retailers including Marks and Spencer,

BhS and Woolworths - was exactly the sort of "low ticket item, design-led company" Sherwood had been looking

County NatWest Wood Mackenzie and Barclays de Zoete Wedd are plac-ing 2.46m new Sherwood shares at 475p each. Sherwood's share price rose by 2p to

The placing is subject to a clawback by Sherwood's shareholders on the basis of one new share for every 7.2 shares already held at the placing price

going public on the USM five years ago.
Its acquisitions have included two
large lace businesses, Rickin in the UK
and Denter in the Netherlands.
This expansion left Sherwood with
net debt of \$23m and gearing of 78 per.
cent by the end of 1990, Mr Parker said
that effect the Seden acquisition, yearthat, after the Seden acquisition, gear-ing should be reduced to around 55 per cent by the end of the present

Seden's main shareholders — Toleman with 63.6 per cent and the Lowe family with 27.3 per cent — have already agreed to sell the company to Sherwood has expanded rapidly since

Mr Parker said that Seden, which made audited profits of 21.9m on sales of 21.9m on sales of 21.5m last year, would continue to be run as an independent company. However Sherwood plans to use its European metwork to increase Seden's exports particularly to France and Germany.

pite the downturn in the textile industry Mr Parker said the perfermance of both Sherwood and Seden so far this year had been "extremely satis-

Sherwood said it now planned fur-ther expansion, possibly by acquisition in lace and garments.

Toleman gets in gear for a long and bumpy road Kevin Done on the ailing UK transporter's fight for survival through asset disposals

OLEMAN Holding's disposal of its 63.6 per cent holding in Samuel Eden is a key atep on the bardpressed group's bumpy road to

Toleman, the leading operator of car transporters in the UK, is clawing its way back from the edge of financial col-lapse, after plunging into heavy losses last year.

The steep recession in the UK new vehicle market has drastically cut demand for its services in a period when it is in the midst of an ill-timed and highly ambitious investment programme in an expensive new generation of high technology, 12-car transporters.

The sale of the stake in Sam-

uel Eden, its profitable but unrelated bosiery subsidiary, will raise £7.47m for the privately-owned group and will enable it to pay off its most pressing creditor, Midland

Toleman gained national publicity last autumn as one of the first companies to try to impose across the board pay cuts in response to the reces-

The pay cuts first imposed in the final quarter of last year have done little to relieve the immediate financial pressures, however, partly through week management implementation of the scheme. Toleman has

had to resort to asset disposals to bring its stretched finances back into some equilibrium.

503p yesterday.

Last November Toleman brought on to its board Mr David Rocker, a business con-sultant and formsrly legal affairs director of Guinness and a prosecution witness in last year's Guinness trial, to act as "company doctor".

The emergency prescription has been a six month restruct-uring plan and a dose of rigor-ous cash management. Toleman is the clear market

leader in car transporting in the UK with a market share of 33 per cent. Its business has been hadly hit by the drop in new car sales, which declined 12.7 per cent last year and by a further 22.2 per cent in the first four months this year.
Its problems have been exac-

erbated by its exposurs to Ford, the UK new car market leader, which accounts for around 60 per cent of Toleman's automotive business. Ford's sales have declined faster than the overall market.

The number of cars moved by Toleman dropped by 27 per cent last year to 650,000 from 890,000 a year earlier, it lost some contracts and its market share dropped to 33 per cent from close to 39 per cent. The car transporting business ran up a loss of around com last year on a turnover of



Ill-timed and ambitious investments in new generation car transporters

£55m with a loss of £7m for the 926 last autumn and Mr Rocker

"When I joined it was not at all clear we would make it," says Mr Rocker, "but as tima goes by it is looking better. Cost savings are coming through, we have relieved our debt burden and we can see a way forward."

way forward. The workforce has been

claims that costs have been reduced by about £6m or ten per cent Midland Bank'a £7m over-

draft was first halved to £3.5m through the sale of land at Hamble and can now be paid off, said Mr Rocker. Toleman is also seeking to dispose of Cougar Marine, its power boat building subsidiary.

"We are not out of the wood yet on the automotive side, but given our cash position after the Eden sale and our projections for the rest of the year we are through the worst," he

Toleman is currently budget-ing for a 21m pre-tax profit this year based on the hope of a pick-up in car sales in the vital month of August.

reduced to just over 700 from **NEWS DIGEST**

LAIT issue aims to raise £5.7m

THE RIGHTS issue bandwagon was given a further push yes-Investment Trust with a £5.7m cash call, writes Philip Cog-

LATT is not technically an investment trust at all but a finance company which speci-alises in property investment. Mr Michael Heller, chair-

man, said yesterday that while "no-one rings a bell" to signal the bottom of the property market, the company thought there were "lots of opportunities" with prices at current lev-

Sbarebolders are being offered five new shares at 20p each for every eight held. Mr Heller and his family interests are taking up their rights in respect of 50.6 per cent of the issue. The remainder, apart from the entitlement of the Prudential which is being placed, is being underwritten by Charterhouse Tilney.

LAIT's shares closed unchanged at 26p yesterday.

LAIT also announced a pre-

tax profit of £848,000 (£841,000) for 1990 and a final dividend of 0.45p (0.41p), making a total of 0.5p (0.46p). Net assets per share fell from 50.8p to 49.3p over the year.

Warner Howard at record £5.1m

Warner Howard, supplier of commercial laundry equipment and warm-air hand dryers, increased profits from £4.67m to a record £5.14m pre-tax for the year to end-February.
Turnover pushed shead to £17.7m (£16.32m) and earnings

per share to 15.57p (13.51p). A final dividend of 3.45p makes a 5.2p (4.5p) total. The shares Markets downturn

hits F&C Germany

At the end of its first year In its new form, F&C Germany Investment Trust has reported lower net asset value per share of 103.4p. The decline was attributed to the downturn in the trust's two markets. Germany and Austria, after the invasion

of Kuwait in August.
In its previous life as the Smaller Companies Investment Trust (SCIT) net asset value at

4,615,318 Non-Refundable Depositary Warrants constituted by the Global Depositary Warrant dated 22nd July 1986

(the "1986 Depositary Warrants")

and

25,817 Refundable Depositary Warrants constituted by the Global Refundable Depositary

Warrant dated 6th August 1987 (the "1987 Refundable Depositary Warrants")

in respect of the above Warrants, notice is hereby given as follows;-

On 15th April 1991, The Morgan Crucible Company pic announced a rigitissue of 45,051,925 Ordinary Shares of 25 pence each (the "Rights Issue

issue of 45,051,925 Ordinary Shares of 25 pence each (the "Rights Issue"). Under the Rights Issue, eleres have been offered to existing holders by way of rights at a price less than the market price (as defined in each of the option agreement (the "Option Agreement") relating to the 1986 Depositary Warrants and the stare Issue agreement (the "Share Issue Agreement") relating to the 1987 Refundable Depositary Warrants). Accordingly, pursuant to Clause 7(A)(N) of each of the Option Agreement and the Share Issue Agreement the Subscription Price of the 1986 Depositary Warrants and the 1987 Refundable Depositary Warrants has been adjusted, with effect from the record date for the Rights Issue, which was 8th April 1991, as follows:--

The Subscription Price for the 1986 Depositary Warrants has been adjusted from 291p per Ordinary Share to 278p per Ordinary Share. The Subscription Price for the 1987 Refundable Depositary Warrants has been adjusted from 357p per Ordinary Share to 351p per Ordinary

In addition in accordance with Clause 7(D) of each of the Option Agreement and the Share Issue Agreement, additional Depositary Warrants and Refundable Depositary Warrants will be issued to each holder of Depositary Warrants and Refundable Depositary Warrants, as of the record date 8th April 1991, at the rate of 0.0468 new Depositary Warrants and 0.0458 Refundable Depositary Warrants, respectively, for each Depositary Warrant and Refundable Depositary Warrant had as of sith April 1991. Fractions of a new Warrant will not be issued, but all such fractions will (to the extent possible) be aggregated and sold in the market.

The net proceeds will be paid to the Depositary Warrant Holders and Refundable Depositary Warrant Holders entitled thereto save that amounts of less than £2 will be retained for the benefit of the Option Holder, Chase Manhattan Bank Luxembourg, S.A.

The new Depositary Warrants and Refundable Depositary Warrants will be issued only through Morgan Guaranty Trust Co. of New York as Operator of the Euroclear System ("Euroclear") and Cedel, and Warrant Holders will be credited with their accounts maintained with Euroclear and Cedel.

Consequent upon the issue of new Refundable Depositery Warrants the Refundable Amount per Refundable Depositary Warrant pursurent to Condition 7 of the Global Refundable Depositary Warrant and Clause 4(B) of the Share Issue Agreement is now 2126.73.

Copies of the circular containing details of the Rights issue can be obtained by writing to The Morgan Crucible Company ptc, Charlott House, 6-12 Victoria Street, Windsor, Berkshire, SLA 1EP.

By: Chase Manhattan Bank Luxembourg S.A.

trust changed its form and investment policy in early March when it joined the stable of Foreign & Colonial investment trusts. The year under review ended

with total revenue of £1.24m (£3.67m). Interest payable fell to £40,000 (£786,000) but expenses took (£435,000) and after tax of £212,000 (£619,000) revenue was £298,000 (£1.82m). Earnings

were 0.78p (4.5p).

The directors propose a final dividend of 0.2p plus a special payment of 0.25p derived from the investments of SCIT.

Bisichi Mining reduced to £137,000

Reduced pre-tax profits of £137,000 compared with £166,000 were announced by Bisichi Mining, the investment group, for 1990. The company is involved in

four main areas - mining, property, listed and unlisted investments. Gross income was just ahead to £580,000 (£551,000). Earnings worked through at 1.01p (1.18p) per share and the proposed single dividend for the year is lifted to 0.8p (0.58p).
Net asset value at the year

March 31 1990 was 141.5p. The end stood at 48.3p (48.84p) per

RIT Capital asset value little changed

Net asset value per share at RIT Capital Partners ended the year to March 31 littla changed. The figure for diluted nav was 131.7p, against 131p at the end of March 1990 and the undilnted figure was 146.5p

A decline in taxable profit from £12.3m to £10.2m was attributed to reduced holdings in fixed interest securities and higher investment in equities

with lower yields.

The dividend has been reduced to 2.44p (2.64p) on earnings per share of 3.53p (4.18p).

Taylor Woodrow in properties swap

Taylor Woodrow Property Company and Norwich Union have agreed to rationalise their jointly-owned £70m property portfolio, writes Vanessa

By awapping holdings between the two groups, the deal will release "marriage value" in three properties

which they developed together over the past ten years. Johnt-ly-owned buildings are valued less highly than those in single

As a result of the transac-tion, Taylor Woodrow has acquired Norwich Union's entire interest in a Southamp ton office block. Norwich Union has acquired Taylor Woodrow's interests in two London office blocks.

Taylor Woodrow and Nor-wich Union are continuing to carry out joint developments of

Yorklyde declines 26% to £1.82m

Yorkiyde, the fine woollen and worstad manufacturer, reported a 26 per cent decline — from £2.47m to £1.82m — in pre-tax profits in the year to

end-January.
The result was struck on turnover down by just over fim to £9.92m. Tax took £585,203 (£883,536), after which earnings per share came out at 25.2p (\$2.5p). The final dividend of 5.7p leaves the total for the year turnburged at 8.7s.

year unchanged at 9.7p.
The directors said trading had been difficult throughout the period. Sales continued to reflect these conditions.

Notice to Holders of THE MORGAN CRUCIBLE COMPANY PLC

To the Holders of

Macy Credit Corp. 11%% Notes due February 1, 1995

NOTICE OF ASSUMPTION AND DISCHARGE

NOTICE IS HEREBY GIVEN, pursuant to the provisions of (i) Paragraph 7 of the 1134% Notes due February 1, 1995 (the "Notes") issued by Macy Credit Corp., a Delaware corporation ("MCC"), under the Fiscal Agency Agreement dated as of February 1, 1985 (the "Agreement") between MCC and Bankers Trust Company, as fiscal agent and paying agent (the "Agreement"), that the obligations of MCC for the due and punctual psyment of the principal of and interest on the Notes and the performance of every covenant of the Agreement and of the Notes on the part of MCC to be performed or observed have been assumed by MCC Special Corp., a Delaware corporation ("Macy Sub") and a subsidiary of R. H. Macy & Co., Inc. ("Macy"), in accordance with Paragraph 7 of the Notes and pursuant to the First Amendment to Fiscal Agency Agreement dated as of May 10, 1991 among MCC, Macy Sub and the Fiscal Agent, and (ii) Section 8,2 (c) of the Trust Agreement dated as of July 10, 1986, as heretofore amended (the "Trust Agreement"; terms defined therein being used herein as so defined unless otherwise defined herein), among MCC, Wilmington Trust Company, a Delaware banking corporation, and William J. Wade, as trustees (collectively, the "Trustee"), and Macy, Macy's South, Inc., Macy's California, Inc., Bullock's, Inc., I. Magnin, Inc. and Macy's Northeast, Inc., each a Delaware corporation to the holders of the Notes, that MCC has delivered a Discharge Notice to the Trustee requesting a discharge of the Security Documents and the release of the Collateral pursuant to Section 7,2 of the Trust Agreement.

the Trust Agreement.

MCC has certified to the Trustee in the Discharge Notice that (a) (i) all of the outstanding.

Bank Debt has been paid to the Holders thereof and the Commitments of the Bank Lenders have been terminated pursuant to the terms of the Credit Agreement, and (ii) all accrued and impaid Trustee's Fees have been paid in full; (b) MCC would not be in default under or otherwise in breach of any provision or covenant commined in the Credit Agreement, any Private Credit Facility or any Public Indenture after, or as a result of, the release of the Collateral; and (c) the requested in any Private Credit Facility or any Public Indenture providing for the securing of the indebtedness outstanding thereunder equally and ratably with other indebtedness or obligations of MCC or any of its Subsidiaries.

MCC SPECIAL CORP.

Deted: May 17, 1991

MACY CREDIT CORP. BANKERS TRUST COMPANY As Fiscal Agent and Paying Agent

Dollar rate knocks BOC to £150m Financial

By Richard Gourley

THE STATE OF THE PARTY OF THE P

Marie of the state

the dear of the last of the la

Marianto Series

by road

assot dispossi

Statusjautiets.

APR TO THE REST PROPERTY. Martin Communication (Communication Communication the state of the state of

AND THE RESERVE

STANDARD SANDARD orkinde exce

to a line to the

PROFITS at BOC, the industrial gases and health care group, fell 12 per cent in the six months to March 31, as a result of adverse currency movements and increased. interest charges and capital

expenditure.
The taxable result fell from £170.1m to £150.2m on sales down 6 per cent at £1.33bn.

A higher tax charge as the group eliminated tax losses in

the US, added to pressure on earnings per share which feil to 20.29p (23.8p).

BOC fixes its dividend before each year and will pay a second dividend of 10.2p in August for a total of 20.4p, up 7

August for a total of 21.49, up 7
per cent on last year.
Mr. Patrick Rich, who
became chief executive in
December and will replace Mr
Richard Giordano as chairman next year, said it was meaningless to study the results without taking account of the adverse movement of the dol-

Taking out the adverse currency movements showed growth of 4 per cent in sales and 3 per cent in operating profit, with margins fairly constant, Mr Rich said.

"No business is immune to cession, but BOC's gas portrecession, but BOC's gas portfolio is pretty resilient on the way down," Mr Rich said.

During the period BOC spent 145m to buy the minority interests of CIG, its Australian subsidiary. The interest charge increased to £37.6m (£33.6m) as a period.

a result.

Some 40 per cent of the £194m capital expenditure was in south-east Asia and less than 20 per cent in the US.

Mr. Rich said the interest charge had stabilised, as had gearing on the £777.4m of debt, which were £120m ever the which rose £120m over the

At the operating level, gas sales grew 4 per cent in con-stant dollar terms to £932.9m

Hampshire. "Our timing was pretty wrong" said Mr Molloy

yesterday. The US division lost 1260m

The US division lost 1250m (1£1m) in the year and the bank warned that it would be some tima before there was any sign of improvement in the New Hampshire area of the property market—the main cause of losses at First NH. A process of consolidation had been completed in the US

been completed in the US.

Heavy loan losses in corporate and branch banking led to a loss in the bank's UK division of 1650.2m (1610m profit).

Performance in Ireland ...

including Northern Ireland -was described as "excellent".

Although there had been an economic downturn in recent

months, the bank's Irish divi-

sion, which accounts for about 60 per cent of total business, made pre-tax profits of

If 119.8m, up 8.6 per cent.
Mr Molloy said that radical changes had been made in the bank's management and lend-

ing policies and he was confident that all businesses would return to profit in the near

future. However, he warned of difficulties in tha coming year in the US and UK operations.



Patrick Rich: pointed out adverse dollar movement

and operating profits rose 1 per cent to £136.5m. Sales on the bealth side fell to £271.1m (£275.9m) while turnover in vacuum technology and distribution was flat at £126m. COMMENT

The greatest surprise was perbaps the speed at which oper-ating profits growth from gases has slowed since the first quarter, but at least profits have not run into the buffers. If cap-ital expenditure, which has unnerved some advisers and left gearing at a relatively high 60 per cent, were curtailed, BOC would still look like a license to print money. But it is that capital spend that has built BOC's strong position — particularly in the Pacific and south-east Asia. While it is too late to counter adverse currency movements this year. BOC has successfully sold half of its dollar profits for 1992, locking in a 20 cents translation gain that will shine through in next year's inter-ims. This year BOC remains on target for pre-tax profits of £340m, giving earnings of 46.5p. and an attractive prospective multiple of under 12 times.

Acquisitions help Ashley improve 46% to £8.01m

dow blind distribution and plywood - to a 46 per cent advance in interim profits for the six months to February 28. Pre-tax profits totallad . 28.01m on turnover of £183.5m.

This compared with 25.4/m on turnover of £183.7m a year ago. The company, which evolved from Ashley Industrial Trust – a maker of plywood prod-

AMSTERDAM

.. ...

DÜSSELDOR

HELSINKI

ISTANBUL

LISBON

•• ;

was also helped by a £798,000 net property and investment surplus, against a deficit of £487,000 in 1969/90. In spite of the overall profits increase, the shares fell 3p to

cent to 4.5p (4p).
The interim dividend was lifted by 20 per cent to 0.75p

Times expands in Spain

By Raymond Snoddy

expanding its presence in Spain via a near £20m investment in a new publishing

The FT already has a 35 per cent stake in Expansion, the eading financial newspaper in Spain. Agreement has now been reached between the FT and its Spanish partners to create a publishing group out of three main titles.

They are Expansion itself, Actoalidad Economica, the leading husiness weekly, and Marca, a daily sports paper with the secood highest readership in Spain. The three separate titles already share some common services, including a printing press.

by early next year the FT will hold a 25 per cent share-bolding in the new groop along with the paper's two existing partners in Expansion. They are a groop of shareholders led by the current management who will control 58 per cent of the company, and Comecosa, a large regional poblishing company which will control just under

17 per cent. Mr David Palmer, chief execntive of the Financial Times, part of Pearson, said yesterday that he regarded Spain as one of the most important growth acomomies in Europe over the

next decade.

The FT's aim is to build a network of publishing interests within the EC," Mr Palmer said.

LWT gloomy on prospects as annual profits fall to £20.8m

By Alice Rawsthorn

ONLY A day after submitting its bid to retain its television licence London Weekend Television announced a fall in pre-tax profits to £20.75m in 1990 from £45.03m in the previous 17 months and warned of a fur-ther fall in profits this year. Mr Christopher Bland, chair-man, said that although LWT

had suffered from the down-turn in the televisioo advertising market it had managed to increase its market share. He said the group was "really proud to have produced these numbers in a very, very difficult year". The shares slipped by 1p to

The shares slipped by 1p to 35p on the announcement.
LWT is bidding for its franchise – the rights to weekend broadcasting in the London region – against competition from a consortium led by Poly-Gram, tha music group. LWT

spent a year putting its bid together.

The group is also bidding for the breakfast time licence now held by TV-am as part of Sunrise, a group of investors which includes the Guardian newspaper and Walt Disney. the US entertainment com-

pany.

LWT has been cutting costs for the past four years: partly in anticipation of the franchise re-application and partly in response to the downturn in the advertising market. The workforce has fallen by 40 per cent to around 834 people over tha past two years, thereby reducing overheads by around

£12m a year. Mr Bland said this reduction had been critical in belping LWT to withstand the recession. In 1990 the group made sales of £275.76m (£351.37m in

the preceding 17 months) and pre-interest profits of £47.7m (£58.29m).

LWT managed to reduce its net debt by £7.3m to £44.6m by the year end thanks to the impact of lower overheads on its cashflow. It paid £6.9m (received £6.36m) in interest during the year and paid £19.21m (£16.27m) in exchequer

Fully diluted earnings per share fell to 13.0p (25.3p). The fixed preferred dividend of 3.94p was paid half-yearly in equal instalments on June 30 and December 31.

Mr Bland said the first quarter of 1991 had shown a decline on the same period in 1990 and the next two quarters would be "flat at best". "We could have a better fourth quarter," he said. "But we are not counting on

Bad debts and US side hit Bank of Ireland

By Kleran Cooke in Dublin

ANALYSTS WORST fears were confirmed yesterday as Bank of Ireland, the Republic of Ireland's second largest bank, announced pre-tax profits down by more than ISSOM
(£72m) and a sharp drop in
earnings per share — from
28.2p to 6.8p for the year to
March 31, 1991.

Mr Patrick Molloy, appointed
chief executive earlier this

year after the resignation of Mr. Mark Hely Hutchinson, said that bad debt provisions in particular — up from £56.5m last year to £175.3m this — were "unacceptable."

The pre-tax result more than halved . - from I£134.2m last year to I£53.5m. Total dividend for the year remains at 11p with a proposed final of 7p As with Allied Irish Banks,

the other big Irish bank, Bank, of Ireland has suffered from a big downturn in its business in both the US and UK. But its excursion into the US in particular has had a very serious affect on its balance sheet.

In mid-1988 the bank spent If 230m to buy First New. Hampshire Banks, the largest banking company in New

ACQUISITIONS and organic growth have propelled Ashley was also helped by a £798,000 net property and investment in Spanish food retailing, win-This compared with £5.47m on

Illp.
Below the line, an unusually low tax charge helped earnings per share to rise by 12.5 per

Avonmore and Waterford in talks

A MERGER is being contemplated between Avenmore and Waterford, two Irish food groups

with shares quoted in London.

In a stock exchange statement yesterday, the pair said they were entering into discussions which might lead to a merger. Such a combination would create a group with combined sales of more than I£900m (£812m).

Both companies have significant dairy operations in Ireland and elsewhere.

Shares in both companies had riseo sharply in recent months on speculation that they might merge, though they had repeatedly denied the

USM-quoted Waterford last month announced static pre-tax profits of If11.3m (If11.26m) while Avonmore produced a marginal increase from

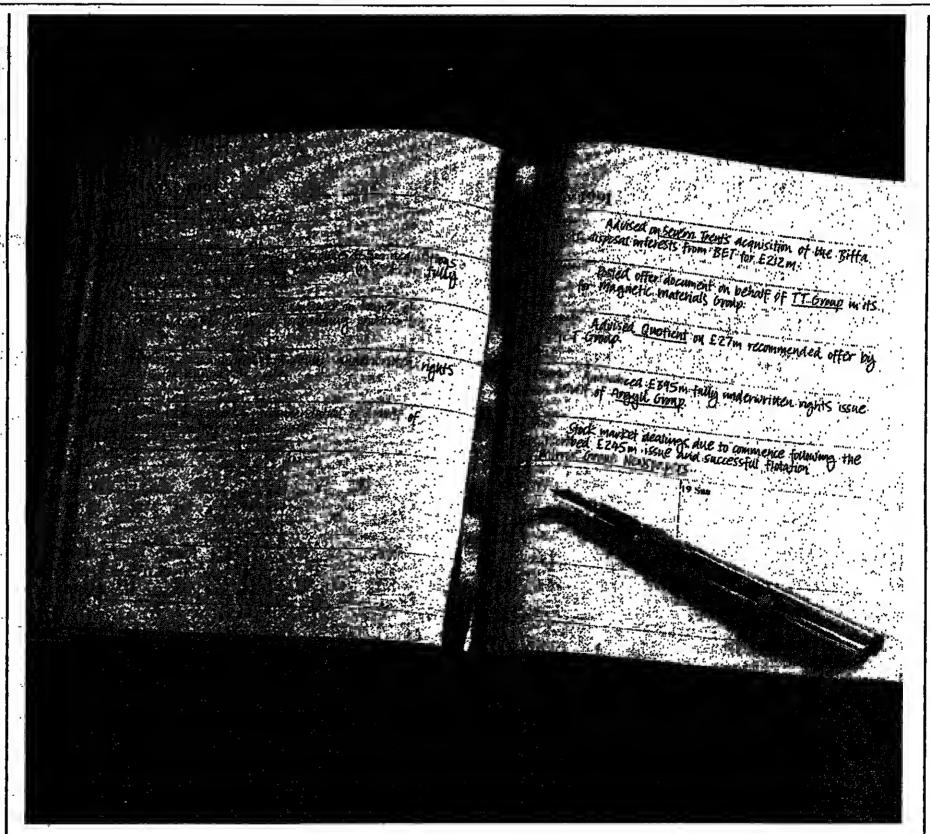
I£13.2m to I£13.3m. Waterford's sales were I£439.06m (I£278.94m) and Avonmore's 24 per cent up at ££499.7m. Both companies then said they had been

affected by an inability to pass on falling prices for dairy products to farmers.

In Waterford's case this was exacerbated by beavy interest payments on borrowings associated with acquisitions in the UK and

Waterford is more heavily involved in dairy products than Avonmore, which has been diver-

ifying into meat processing in recent years. Yesterday in London Avonmore's shares closed unchanged at £1.02 to value the company at £40.43m, and those in Waterford at £20.91, valuing it at I£29.98m.



MILAN

NEW YORK

STOCKHOUM

ZÜRICH

(i) the sale of all the issued shares of Vereins- und Westbenk internationale S.A. (the "Company") by Vereins- und Westbenk AG to Bayerische Vereinsbank International Societé Anonyme Luxembourg be and is hereby generally and unconditionally authorised by the holders of the Canadian dollars 75,000,000 11% per cent. Notes

(ii) Condition 8(k) of the Notes be modified by the deletion of the words "Vereins- und Westbank AG" and the substitution therefor of

the words:-

Centre Finencier, 3B boulevard du Prince Henri, L-1724 Luxembourg

By order of the Board

(1) Notes in bearer form may be deposited with (or to the order of) the

the meeting has been convened but not thereefter.

(3) The Fiscal Agent is:-

Appoid Street

(4) The Paying Agents are:-

DIVIDENDS ANNOUNCED

	Current	Date of	ponding dividend	for	last.
Alted Part shipfin	0.5	Aug 19	.1	1.5	. 2
Appleby Wward Santo	5.6		5.5	8.5	8
Ashleyint	0.75	June 28	0.625 · ·		1,625
Bank of Irelandfin	. 74	July 11	7	11	11
Bleich! Miningfin	a.o.	Aug 18	0.58	0.6	0.56
BOCfin	10.27	Aug 1	9.5	20.4	19.07
Euromoney Pubsint	6.5	June 7	6.6	•	18.5
F&C Germany lawfin	0.2	June 21		0.55	
Fine Art Devs	7.3	July 4	6.6	9.8	8.9
Jacksonfin	22.,:	. July 8	2.2	3.2	3.2
Hartstone Groupfin	211	July 29	1.25	3.25	2
London & Assocfin	0.45	Aug 30	0.41	0.5	0.48
RIT.Cop Partnersfin	2.44	July 3	2.64	2.64	2.44
ShitromBn	nu ·		1.64	0.3	2.64
Time Productsfin	4.6	July 28	4.5	7.25	7 .
Tomkinsonsint	3.5	June 24	3.5		11.5
Warner Howardfin	3.451	July 8	2.94	5.2	4.5
YorklydeIn	5.7	July 4	5.7	9.7	9.7

Vereins- und Westbank Internationale S.A. (the "Company").

Notice of meeting of holders of Canadian dollars 75,000,000 11% per cent. Notes Due 1991 of the Company (the "Noteholders" and the "Notes" respectively)

NOTICE IS HEREBY GIVEN to Noteholders, in accordance with the Terms and Conditions of the Notes, that a meeting of Noteholders will be held at Bankers Trust Company, 1 Appoid Street, Broadgate, London EC2A 2HE on 10th June, 1991 at 11 a.m. to consider and, if thought fit, to pass the following resolution as an Extraordinary Resolution:—

Due 1991 (the "Notes") purguant to Clause 19(D) of the Fifth Schedule to the Agency Agreement dated 11th October, 1989 between the Company and Bankers Trust Company; and

"Bayerische Vereinsbank International Societé Anonyme

Fiscal Agent or any of the Paying Agents listed below for the purpose of obtaining voting certificates or appointing proides until 48 hours before the time fixed for the meeting but not thereafter.

(2) For the purpose of obtaining voting certificates or giving voting Instructions to proxies in respect of the meeting Notes may be assirucions to process in respect of the Paying Agents or (to the satisfaction of the Piscal Agent or any such Paying Agents or (to the satisfaction of the Piscal Agent or any such Paying Agent) held to its order or under its control with CEDEL or the Operator of the Euroclear System or any other person until 48 hours before the time for which

Bankers Trust Company, Broadgate, London EC2A 2HE.

Bankers Trust Luxembourg S.A., 1-2450 Lipsensbourg.

WELL ... WE WEREN'T BANKING ON HAVING THE HOLIDAY.

fortnight when we've been burning the midnight issues and acquisitions of the year to date.

reportedly quieter, our business has been going effective advice and financial resource. from strength to strength.

Over the last 2 weeks, we've advised on some of contact lan McIntosh on 071-260 9000.

. The May Bank Holiday marked the start of a the largest and most publicised flotations, rights

Our strength lies in our proven ability to provide At a time when corporate finance activity is active companies with the powerful combination of

If you'd like to know more about our approach,

SAMUEL MONTAGU & CO. LIMITED LOCAL EXPERTISE. INTERNATIONAL NETWORK.

MIDLAND MONTAGO, THE INTERNATIONAL AND INVESTMENT BANKING ARM OF MIDLAND GROUP IO LOWER THAMES STREET, LDNDON ECOR SAE. A MEMBER OF THE BECURITIES AND PUTURES AUTHORITY

FIVE ARROWS FUND N.V. ESTABLISHED IN CURAÇÃO, NETHERLÂNDS ANTILLES

This notice is important and requires your urgent attention.

Notice is hereby given that on June 10, 1991 at 3 o'clock in the afternoon (local time) the Annual General Meeting of Shareholders of the Company will be held at the offices of the Company, John B. Gorsiraweg 6, Willemstad, Curacao, Netherlands Analies, for the following purposes:

- To approve the Balance Sheet as at December S1, 1990, the ement of income and Expenses for the year ended December 31. 1990 as submitted by the Advisory Board, and as evidenced by the report dated January 14, 1991 approved by Messrs: Coopers and Lybrand, Dijker Van Dien, Netherlands Antilles, the independent suditors of the Company:
- To amend the Articles of Incorporation of the Company in accordance with the draft Deed of Amendment made up by Smeets Thesseling & van
- To re-elect INTIMIS MANAGEMENT COMPANY N.V. as the Managing Director of the Company for the ensuing year from among the following candidates, nominated by the Advisory Board in accordance with the ons of article 10 of the Articles of Incorporation of the Company
 - 1. INTIMIS MANAGEMENT COMPANY N.V.
 - 2. CARIBBEAN MANAGEMENT COMPANY N.V.
 - 3. CONTINENTAL MANAGEMENT COMPANY N.V.
- To re-elect the members of the Advisory Board presently in office in ordence with the provisions of article 10 of the Articles of Incorporation of the Company:
- To ratify, confirm and approve the acts of the Management and the Advisory Board of the Company since the date of the last annual meeting of shareholders of the company which was held on June 15,
- To appoint Messrs. Coopers Lybrand, Dijker Van Dien , Netherlands Antilles, as the independent auditors of the Company for the ensuing year:

To transact any other business as may properly come before the Copies of the audited Balance Sheet and Profit and Loss Account may be obtained by all shareholders from the offices of the Company as well as from the

offices of its agent banks. Holders of registered and bearer shares shall be entitled to vote at the me in person or by proxy. Holders of bearer shares or their proxies must produce their share certificate(s) or a voucher given by any of the Company's agent sourcher have been denovited until the end of the meeting.

Agent Banks N.M. Rothschild & Sons Ltd New Court, St Swithin's Lane

Rothschild Bank A.G. Zolikerstrasse 151 8034 Zurich Rothschild Australia Ltd

INTIMIS MANAGEMENT COMPANY N.V.

GREATER MANCHESTER

The FT proposes to publish this survey on Jace 14 1991.

It will be of particular interest to the 130,000 readers of the FT who are of Director or Manager status in the UK. Not to mention the Financial Marketa who rely on the FT for company information. wey will also prove to be very topical coming as it d on the heels of the announcement of Manchester's by UK nomination to host the year 2,000 Olympic

pies of the editorial synopses and advertise contact:
Ruth Pincombe Financial Times
Alexandra Building
Queen Street
Manchester M2 5HT
Tel: 061 834 9381
Fax: 061 832 9248

Data source: BMRC 1990

FT SURVEYS

UK COMPANY NEWS

Royal Ins loss cut to £63m but **UK disappoints**

By Clare Pearson

ROYAL INSURANCE, the composite insurer, yesterday unveiled a reduced pre-tax loss of £63m for the first quarter, a result which matched the more optimistic market expecta-

However, Mr lan Rushton, group chief executive, said the performance of Royal UK, from which a major improvement had been expected due to the less severe weather, had been

disappointing.

The deficit in first quarter of last year was £79m. Mr Rushton said the UK side

had been hit by increases in personal motor claims costs and the number of subsidence and mortgage guarantee claims, and a £9m accrual in respect of the VAT increase. These factors had largely offset benefits from the better weather. The pre-interest loss

than last year at £62m. But operations ovarseas presented a hrighter picture. Reaping the benefits of a slimming down operation last year, the US operation halved Its

in the UK was just £1m less

pre-interest loss to £10m. The international division turned round from a £12m loss to a £3m pre-interest profit. Canada improved pre-tax profits by £1m to £7m.

Mr Rushton said premiums written during the period had fallen hy 17 per cent. That was due to result improvement pro grammes which had included the repricing of products and enforcement of stricter underwriting standards.

There was a net negative effect on the result from changes in exchange rates. The underwriting result benefited by £9m, hut currencies reduced investment income by £12m.
Together with lower
amounts of business dooe, that
reduced investment income

attributable to capital and reserves to £15m (£26m).

Life profits amounted to £16m (£17m). Associated companies put in £10m (£12m), helping to offset an overall underwriting loss of £84m.

against £111m.
A recovery in capital and erves from £1.68hn at the beginning of the year to £1.89hn enabled the solvency Mr Hamish Buchan, head of margin, the excess of asset over liabilities as a proportion of premiums written, to rise from 32 to 39 per cent.

Time Products suffers 38% downturn to £9.4m

By Michiyo Nakamoto

DE-STOCKING by retailers in the face of sluggish consumer demand hit profits at Time Products, the watch and jewellery distribution group, in the year to January 31.

The recession continued to bite in the UK and further pric-ing pressures affected the watch movement business in Hong Kong, Contributions from both areas declined. Overall, group pre-tax profits fell to £9.37m (£15.12m). The 38

per cent downturn was struck on turnover down to \$53.96m (£68.18m). Operating profits were down hy 47 per cent in the UK to £5.3m and by 76 per cent in Hong Kong to £46,000 . Earnings per share fell to 12.16p (20.57p). However, an

increased final dividend of 4.6p (4.5p) is recommended making a 7.25p (7p) total.

Mr Marcus Margulies, group managing director, said there was no reason to expect any improvement in the situation. improvement in the situation soon but that the group was taking a long-term view of the situation. Despite last year's difficulties, it had been able to maintain market share.

The gold ring manufacturing husiness acquired with Lotus Jewellery in 1985, is being closed as efforts to turn the husiness around have so far heen unsuccessful. It is also discontinuing the assembly of finished watches in Hong Kong due to intense price competi-

Changes sought in portfolio transparencies Charles Batchelor on the complexities of venture capital trusts

RESH light on the com-plex world of venture capital is thrown up by a detailed survey* of the 30 venture capital groups which are listed investment trusts. The trusts covered (only one,

Thompsoo Clive Investments, did not take part) account for ahout £2bn worth of investments, or one third of the total UK venture capital pool.

They range from the larger companies specialising in man-agement buy-out and development capital finance such as Electra (with a market capital-isation of £377m), RIT Capital Partners (£152m) and Ensign (£121m) down to far smaller trusts such as Grosvenor (£8m), Sumit (£8m) and English & Caledonian (£7m).
The survey, hy County Nat-West WoodMac, the stockbrok-

ing arm of the National West-minster Bank group, reveals a wealth of detail about the management methods, fees and incentives in the venture capital sector - detail which is not otherwise readily available to the institutional inves-

It also discloses sensitive detail about the discretionary investment limits of the managers of the different trusts, information which many might otherwise be reluctant to make

investment trust research at County NatWest WoodMac. said the survey was designed for institutional investors, venture capital companies and accountants and solicitors involved in putting together venture capital funding deals. Its publication comes at a time when institutions have become increasingly critical of

the performance of their venture capital investments. Partly as a result of investor pressure the industry has agreed to introduce tighter guidelines on valutions.

The survey reveals that over-all, the venture capital sector has not attained the ambitious performance targets it has long promised investors. The index total returns to investors in the trusts, as measured hy share prices, was just 127.1 in April 1991, up from a base of 100 in December 1985. The index of net asset values more accurate reflection of managers' performance - rose to 131 over the five years to

Venture capital groups frequently mention very exciting annual returns of 30 or 40 per cent hut they are usually talking of their own internal rates of return before taking into account fees, share options available to the managers and other expenses.

December 1990.

Although the venture capital industry has oversold itself in the past the discounts at which investment trusts currently trade appear excessive, accord ing to Mr Buchan. At the end of 1990, venture capital investment trusts were on an average discount of 29.6 per cent -nearly twice the discount level of the investment trust sector

generally.

If the discount is applied solely to the trusts' unquoted investments, ignoring investments in cash and quoted com-panies, it is even higher, the study notes. Several funds have implied discounts of around 90 per cent though a noted exception is Candover, a hny-out fund, which carries an implied premium of 50 per

The survey does not give recommendations on whether individual trusts should he hought, sold or held hut overall the venture capital investment trust sector is undervalued and a number of trusts are due for a re-rating, it Investors should look at the

quality and performance of individual trust managements

and not simply judge by the size of the discount at which they are trading, Mr Buchan said. Some trusts deserve to Venture capital trust share price index trade at a large discount.

Much of the survey is devoted to a review of the 10-largest inquoted investments by each of the 30 funds. Institutional investors frequently complain that they lack infor-mation on the individual com-panies in which the venture capitalists have invested. This survey is the first attempt to improve the transparency of their portfolios," said Mr

The investment reviews give details of the portfolio companies history, recent trading performance and, where possible, compare this performance with an index for the sector. It also gives the size and form of the venture capital investment made in the company and the most recent valuation of the

The survey does not cover the far more numerous private venture capital funds, many of which are offshore funds or limited partnerships, but may be extended to take in this sector of the venture capital market in future. Mr Buchan said. The 90 or so private funds account for £1.5m/£2bn of investments.

Nor does it take in 3i, Britain's largest venture capi tal company with more than £2bn invested, 3i is at present an unlisted company owned by the Bank of England and a number of the larger banks but it has announced plans to become a publicly listed investment trust.

urt st

TT slates Magnetic Materials record

By Jane Fuller

TT GROUP, the industrial holding company, has slated Magnetic Materials record on profits, dividends and share price in the offer document accompanying its £9.2m hostile bid. it says MM's pre-tax profit of £220,000

(£704,000) for the six months to December 31 was the lowest for any six-month period since it joined the USM in Novem-

The offer price then was 114p, which compares with TT's cash offer of 50p a

Since the flotation there had been no significant increase in dividend and the

real value had declined hy about 17 per cent. The interim payment had come partly from reserves.

TT, which has huilt up a 24.8 per cent stake in MM, said its offer price was 13.4 times MM's earnings per share for the 12

months to December 31.

Last year TT took over Crystalate, a maker of electronic components, in a £34m deal. Mr John Newman, a director of TT, said this subsidiary served the same indus-

try as MM.

MM said TT's offer price was unrealistic and would deprive shareholders of the benefits of a business "with a strong niche in a long-term growth market". It had moved away from hard magnets to soft ferrites, used in inductors for electronic components.

The short-term cost of this investment

would be followed by long-term gains.
It said TT's criticisms were historic.
Group strategy had changed and it was important to look ahead to the upturn in consumer and industrial demand for electronic goods. .

MM's share price closed down 2p at 57p yesterday. It has risen from 41p since the first offer was announced on April

New Issue Closing May 17, 1991

This announcement appears as a matter of record only.

DAIMLER-BENZ UK plc

£ 100,000,000 103/4 % Notes of 1991, due 1996

unconditionally and irrevocably guaranteed by

Deutsche Bank Capital Markets

Daimler-Benz Aktiengesellschaft

NatWest Capital Markets

Barclays de Zoete Wedd

Credit Suisse First Boston

J.P. Morgan Securities Ltd.

UBS Phillips & Drew Securities

ABN AMRO

医医院性 经基本股票 经基本股票 医克特氏炎 医用过去离行 经股份股份

Baring Brothers & Co.,

Bayerische Landesbank Girozentrale

Bayerische Vereinsbank

Dresdner Bank

Generale Bank

Girozentrale

Commerzbank

Crédit Lyonnais

S.G. Warburg Securities

Euro-Securities Ltd...

Samuel Montagu & Co.

Westdeutsche Landesbank

Notice of Early Redemption Skopbank Yen 8,000,000,000

Notes due 1993 Notice is hereby given to the Noteholders that, in accordance with Claus 5(c) of the Terms and Conditions of the Notes, the Issuer will redeem all of the outstanding Notes at their Redemption Amount, together with accrued interest, on the next interest Payment date, 23rd june, 1991 (the "Redemption Date"), when interest on the Notes will cease to accru Payment of the principal and interest will be made on, or after, the first ousiness day following the Redemption Date at the specified office of the

7 per cent. Variable Redemption Amount

Bankers Trust Bankers Luc. Company, London 17th May, 199t

Coupons attached.

Agent Bank

Paying Agents, against suffender of the Notes together with all unmatures

BRITANNIA **BUILDING SOCIETY** £125,000,000 Floating Rate Notes

Due 1995

In accordance with the terms and conditions of the Notes, notice is hereby given that for the three month interest period from (and including) 15th August 1991 to (but excluding) 15th August 1991, the Notes will carry an interest rate of 11.7875 per cent. per annum. The relevant interest payment date will be 15th August 1991. The coupon amount per £100,000 will be £2,971.10 payable against surrender of Coupon

Hambros Bank Limited Agent Bank

BANQUE INDOSUEZ US DOLLAR 150.000.000 SUBORDINATED FRIN **DUE 1998**

for the six month period from May the notes will carry an inte

On November 15th 1991, interest o

US Dollar 172.819,44 will be due pe

US Dollar 5,000,000 - note for Banque Indosuez

Fiscal + Agent Bank

CAL INVESTMENTS LIMITED

EXPERIENCE THE DIFFERENCE

For your business in Mexico, think of Banco Internacional as your best choice in banking. We can offer you services such as:

- Structuring complete investment
- projects in Mexico.

and foreign currencies.

- Coinvestment opportunities, including debt/equity swaps. Tailor-made financing packages in domestic
- Treasury management in a wide array of instruments, both domestic and foreign.
- Preferential (Eximbank-type) medium-term financings for capital goods imports to Mexico.
- Access to a complete range of specialized export finance mechanisms.
- · Traditional documentary credits and exchange control processes Specialized Forex transactions, spot and forward in various currencies, including forward cover of peso assets/liabilities.
- Financial engineering transactions, including access to secondary market instruments in Mexican foreign debt.

Nationwide coverage, with over 350

branches at your service.



INTERNATIONAL DIVISION

MEXICO
FOREIGN TRADE & INVESTMENT 1ch 705-5567, 566-7538, 592-7365 Fax. 535-7705 CORRESPONDENT BANKING Teb: 705-4817, 566-1661, 566-1369 Fax 535-7705 INTERNATIONAL TREASURY & FOREX Teb: 535-2444, 535-2425, 535-2229, 705-7189, 535-0643 Fax 546-7179

NEW YORK AGENCY Tel (212) 480-0111 Fax (212) 514-5451 TUCSON REP. OFFICE Tel (602) 747-4001 Fax (602) 790-8181

FUTURES AND FOREIGN EXCHANGE 24 HOUR COVERAGE.

ondon SW1H ONW Fac: 071-799 1321

INVESTMENT MANAGEMENT IN FOREIGN EXCHANGE AND FINANCIAL FUTURES....

Fine Art beats recession with 3% rise to £26.6m

By Roland Rudd

S FRIDAY MAY

interpretation

300

ecord

FINE ART Developments, the greetings card manufacturer, rowings through a positive yesterday hucked the down cash flow by concentrating on turn in the retail sector by turn in the retail sector by reporting a 3 per cent increase in taxable profits from £25.7m to £26.8m in the year to end-March. Turnover increased to £279.7m (£256.1m).

However, interest charges almost doubled from £5.8m to £10.7m because of the rationalisation of recent stationery acquisitions and investment in its new mail order distribution

its new mail order distribution centre.

Investment of £21m was mainly responsible for pushing up borrowings from £34m to £55.5m, representing 70 per cent of shareholders funds.

Capital expenditure in Capital expenditure in express gifts, the agency mail order company and acquisition of new sites accounted for f18m and investment in new plant and equipment cost the company a further f3m.

Mr. Keith Chapman, chairman, said: "It is not e bad time to be highly geared, although I Gratan, where he is non executive deputy chairman, will be increased to 15 per cent during the expect an increase in profits by next summer. The mail order division has already proved that it can weather a procession. The company is expected to make about £30m next year, putting the shares on a prospective multiple of 11.6.

Costs throughout the group were reduced to offset the impact of financing the new mail order system which led to an 18 per cent increase in operating profit to £37.3m (£31.5m).

aung prout to £37.3m (£31.5m).

Taxable profits in the card
and paper products division
fell back to £13m (£13.5m)
because of the closure of 25
shops in Papertree, its retail.

The mail order division
increased pre-tax profits from
£11.5m to £12.9m.

Mr Chapman said the group's 10 per cent stake in Gratian, where he is non exec-

general gloomy outlook on the retail front these results are not bad. The hlack spot is the high interest charge. The fact that it was clearly flagged in the interims last year does not make it any easier for shareholders to swallow. It is too high and the company admits as much. However, although Fine Arts is committed to bringing boris committed to bringing borrowings down the interest
charge is expected to remain
a sore for at least another year.
Better news can be expected
from the card and paper
division. Most of the nasty
work in closing Papertree
storee has been done and
the company can research!

UK COMPANY NEWS

after profits drop ALLIED Partnership Group, making areas. the environmental contracting business and fork-truck distrib-

APG restructuring

ntor, yesterday announced a restructuring programme after reporting a 61 per cent drop in pre-tax profits before exceptional and extraordinary items for the year ended

A fall in taxable profits from 56.2m to 52.4m has prompted the group to change direction by concentrating on environ-mental activities. Turnover fell The group has also decided to import and distribute fork-trucks, instead of leasing them, leading to exceptional costs of £755,000 dne to

Mr Martyn Rose, chairman, said: "We are making a clean break with the past hy implementing radical changes in the group."

An extraordinary charge of was incurred in drawing a line over the most heavily loss

The closure of the lease broking business APG Finance cost £3.9m; the collapse in the velue of Third Mile Investment led to a writedown of £2.6m and the disposal of Trevor Crocker and APG distribution, led to losses of £773,000 and 2679,000.

The group's resources will now be directed to the develop-ment of the contracting activi-ties in water, elect piling, landscaping end building, which is now expected to account for 40 per cent of sales compared with just 10 per cent last year. Borrowings rose to £29m

(£17m) representing 125 per cent of shareholders' funds. . Mr Rose said gearing would be significantly reduced over the next year.

The dividend was cut by e quarter to 1.5p and earnings per share almost halved from 6.2p to 3.2p.

Profit growth restrained at Appleby Westward

By David Owen

A REDUCED contribution from shop fitting has restrained profit growth at Appleby West-ward Group, the west-country-

based grocery wholesaler.

Pre-tax profits for the year to
February 28 were virtually
static at £2.06m (£2.04m) on
turnover ahead 23 per cent to 289.08m (£56.35m).

The company said that profits attributable to its Jones Shopfitters husiness had fallen "significantly" as a result of lower margins and "retailers deferring expenditure on store improvements".

By contrast, the core business of supplying Spar and VG convenience stores "continued to grow at a satisfactory margin", while the commercial

vehicle repair results were satisfactory" and only mar-ginally lower than 1990.

A lower tax charge, which was the product of short-term

equipment leasing arrangements, helped earnings per chare to climb by 8 per cent to

25.8p (23.9p).

The USM-quoted group proposed an unchanged final dividend of 5.5p, making a total of 8.5p (8p). The shares fell 5p to

AJ Worthington buy

1990 balance sheet highlights

(in DM billion)

Total assets

Total lending

Net income

Borrowed funds

Bonds and notes issued

Capital and reserves

(in DM million)

AJ Worthington has acquired the assets and goodwill of Kahan Bros, an importer and wholesaler of domestic sewing Consideration for all the tan-

1989

119.0

109.2

82.1

20.9

4.1

400

1990

134.7

123.5

87.0

30.8

4.3

420

gible assets, other than cash and debtors; is at the valuation price of £358,048 and £175,000 is being paid for the tradsmark and goodwill. In 1989 Kahan made £95,120 profit before interest on turn-over of 955,299.

SmithKline Beecham

At the Annual General Meeting of SmithKline Beecham plc, held on Tuesday 14 May 1991 at the Barbican, London, the following resolutions were approved:

POLL RESULTS

THE VOTES CAST WERE AS FOLLOWS:

RESOLUTION	FOR	AGAINST
1. Adoption of Accounts	230,819,134	16,788,829
Appointment of Directors		
2. R. P. Bauman	230,661,810	18,978,755
3. A. R. F. Buxton	230,760,459	18,876,206
4. W. Grant	230,671,351	16,967,314
5. F. P. Lucier	230,718,311	16,920,354
6. J. White	230,663,977	16,954,688
7. B. Sreuel	230,747,836	16,691,676
6. A. Gomez	230,759,267	16,679,378
9. J. Leschly	230,789,505	16,849,560
Reappointment of joint Auditors	230,614,828	18,794,464
Special business		
 Authority to allot shares for cash 	230,532,265	17,094,463
12. Summary Financial Statements	230,650,566	16,958,550
 Automated Payment of Dividends 	230,524,175	17,062,533

Votes cast as reported by the National Westminster Bank PLC, Registrare' Department, acting as scrutineers.

Sumitomo Chemical Nederland B.V. U.S. \$20,000,000

Finating Rate Notes
Due 1294
Late 64876% per mmnm
Prom 18th May, 1991
To 18th November, 1991 interest Amount dos
18th November, 1881
per U.S. \$500,000 U.S. \$10,752.29
The Surnitomo Trust &
Banking Co., Ltd.,
Agent Bank

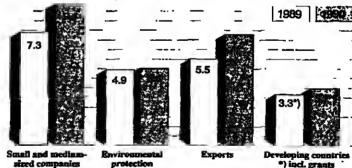
TELEPHONE: 071-828 7233 AFBD MEMBER FTSE 100 WALL STREET
May 2460/2470 +7 May 2882/2894 +19
Jun. 2470/2480 +7 Jun. 2887/2899 +19 5pm Prices. Change from previous 9pm close HOW WELL DID YOU JUDGE THE MARKET?

KfW 1990

Our name our commitment. Once again.

With reconstruction now the catchword in East Germany, we feel particularly called upon: to live up to the commitment represented by our name-Reconstruction Loan Corporation. Which is now backed by over 40 years of experience in successfully promoting economic development.

Main activities (loan commitments, in DM hillion)



Our commitments topped DM 33 billion in 1990, with the emphasis once more on small and mediumsized companies—in both western and eastern Germany. Export finance also ranked high again, with more than 50 per cent of such credits committed to provide financing for the purchase of aircraft and ships, over half of them in currencies other than D-mark.

Cooperation with the developing countries remained another prime task. Our assistance has increasingly focussed on projects to protect the environment and natural resources and to fight poverty through help for self-help.

As a major source of funds we issue bonds and notes, rated "triple A" by the leading international rating agencies.

Our 1990 Annual Report will give you all the details. We will be pleased to send it to you.

Postfach 11 11 41, D-6000 Frankfurt/Main 1 Fax: (69) 74 31-29 44 Telex: 4 15 25 60 kwd

Kreditanstalt für Wiederaufbau

Tomkinsons' dive to £491,000 knocks 12p off share price

By Alice Rawsthorn

TOMKINSONS, the carpets company, yesterday saw its shares fall by 12p to 261p, when it amounced a decline in interim pre-tax profits

from £1.03m to £491,000.

Mr Lowry Maclean, chairman, said Tomkinsons had experienced a "very difficult" first half, with "some of the worst trading conditions for home furnishing manufacturers for more than a decade."

The interim dividend is unchanged at 3.5p

to feel the recession.

Mr Maclean said the market had been distorted by "heavy discounting" and a "flood of liquidation stocks."

Tomkinsons, which has invested heavily in production technology and advertising to position itself at the upper end of the market, had not been prepared to salvage sales through discounting.

counting.
Turnover fell to £10.36m (£12.72m) in the first despite a fall in earnings to 5.2p (10.9p) during the period to March 30.

The carpet industry, which is closely linked to the housing market, was one of the first sectors

The threat in the half and trading profits to £556,000 (£1.09m).

Over the past year Tomkinsons has reduced its workforce from just over 500 to about 480 and has implemented some short-time working.

Hartstone surges to over £7m

By Clare Pearson

HARTSTONE, the acquisitive leather and hosiery group which last month doubled its which last month doubled its issued share capital through a £45m rights issue, yesterday announced pre-tax profits of £7.36m, in_the_year to end-March, company also said it was making they are sequili

was making three more acqui.

Hartstone is chaired by Mr
Sitione, hard on the heels of Stephen-Barker, the formet leather goods put in pre-tax the purchase of two US leather chief executive of Albert profits of £3,78m (£2.48m).

goods companies, Etienne Algner and Michael Stevens, The three husinesses being to £68.9m.

which was announced at the time of the rights issue. Pre-tax profits were margin-ally higher than the rights issue forecast while a 2p (1.25p) final dividend, making 3.25p (2p) for the year, matches it. Earnings per share rose to 18.6p (12p).

bought are Rubo Lederwaren. a Dutch leather goods importer, Dover Handbags of New York and Jade Accessories, a UK company which marks Hartstone's first move into distribution of belts. Together they will cost up to

Alcatel Alsthom reported satisfactory preliminary sales and order growth in the first three months of 1991.

Higher 1991 first quarter sales and orders

Orders totalled FF 41:1 billion, an crease of 7% over the comparable 1990 period. Sales rose by 5 %, to FF 34.2 billioo. Orders booked in the first quarter thus exceeded sales by 20 %. By the end of March 1991, the order backlog had increased to FF 130 billioo, as against FF 123 billioo at 1990 year end, with favorable growth recorded across the Group's sectors.

The above figures take into consideration the changes in the Group's structure since the beginning of 1990, chiefly:

- Framatome and CGE Distribution are accounted for by the equity method, and thus eliminated from sales calculations, since July 1, 1990; previously, Frametome was proportionately integrated on the basis of the Group's 40% interest

1991 (in IF billion) 21.5₍₁₎ 21.2 7.4 3.2 1.4 1.3 61 31 1.3 1.7 (0.6) (0.7)

(1) Of which : public telecomannications, 2) %; cables, 26 %; other, 8 %. (2) Sales of the GEC Alatican group propor the basis of Alcohal Alatican's 50 % o

34.2

32.7

in that company, while CGE Distribution was fully consolidated; Générale Occidentale, previously accounted for by the equity method, is fully consolidated since April 1, 1990; and

in the battery sector, Saft'a sales reflect its acquisition of the Nife group effective March 1, 1991.

Telettra, taken over by the Group in late April with retroactive effect to Jaouary 1, 1991, will be included in first

Salee and order growth rates were oot influenced by structural changes.

Notice of Interest Rates

To the Holders of

The United Mexican States Collateralized Floating Rate Bonds Due 2019

NOTICE IS HEREBY GIVEN that the interest rates covering the interest period from May 15, 1991 to November 15, 1991 are detailed below:

Rate USD Discount Series C. 7.00 Per. P.A. USD 35.78 Per USD \$1,000 November 15, 1991 CAN Discount Series 9,875 Pct. P.A. CAN 50.47 Per CAN 1,000 November 15, 1991 CITIBANK, N.A., Agent

Botswana diamond deal with De Beers renewed

By David Blackwall

BOTSWANA, the world's most important diamond producer in value terms, has agreed to con-tinue selling its diamonds for the next five years through De Beers, the South African group which controls 80 per cent of the market for rough (uncut)

Negotiations for the contract were prolonged; the previous contract ended on December 31 last year. Some Botswana poli-ticians wanted to change De Beers' exclusive sales contract so that part of the country's output could be sold indepen-

The contract is between Debswana, owned half and half by De Beers and the Botswana government, and the Central Selling Organisation (CSO), De Beers' marketing arm. The

agreement is "substantially on the same terms and conditions as the previous agreement, which took effect from 1985,"

De Beers said yesterday. The group said estimates that Botswana diamonds contributed as much as half of its diamond scount profits were wide of the mark, but it would

not divulge the true figure.
Both sides bave also agreed
to commission a detailed feasibility study for a 33 per cent expansion in production capacity st the Jwaneng mine in central Botswana. Any expan-sion would be financed by the

shareholders.

Jwaneng, the world's richest diamond mine, is one of three mines owned by Debswana which between them produce

Mr Julian Ogilvie Thompson, chairman of the CSO, welcoming the agreement yesterday, said the friendly nature of the negotistions with Botswans reflected "the co-operative nature of our longstanding

partnership".
Prices of rough diamonds, with few exceptions have risen every year since the depression of the 1930s. Market conditions have been depressed in recent months with sales down in the US and Japan, the two biggest outlets. At such times the CSO stockpiles stones at grest expense rather than releasing expense rather than releasing unwanted diamonds on to the

in the past year De Beers has also concluded or renewed sales with the Soviet Union, Australia and Angola.

Wool price outlook depressed

PRICES for Anstralian wool will show little change from the present levels of just over 500 Australian cents a kilo-gram, according to the Econo-

in the face of s large stock overhang, little improvement is seen over and above sdjust-ment for inflation up until 1995, says the EfU in a special report. Any rise in Australian dollar terms will be trimmed in US dollar terms, given the EIU forecast of an 8 per cent depreciation in the Australian dollar against the US dollar between 1990 and 1995.

Prices for New Zealand wool, now around 375 New Zealand cents a kilogram, may fare better as supply and demand are better balanced. Australian

THE SIZE of Britain's gas-fired

power station market and its development rate will be con-

strained by supply provision in the immediate future, accord-ing to Mr James Allcock, direc-

tor of gas supplies, British Gas. But overall gas sales will

reach 65 billion cubic metres (bcm) by the end of the decade.

he told delegates of the sixth European Gas Conference in Oslo yesterday

increased at a rate of around 2 per cent per annum over the last decade, from 45 bcm to 55

bcm, allowing British Gas to add about 2.5m new customers

to its gas distribution system. The total length of the UK

mains has increased in this

period by about 15,000 miles.

ing: the coarser New Zealand production is used for carpets. The report traces the recent collapse in wool prices to s sharp fall in Chinese imports, which climbed from 70,000 tonnes in 1982 to 188,000 tonnes in 1988 before tumbling to 62,000 tonnes in 1990. The fig-ure is not expected to regain the 1988 level in the next four years, although it could gradu-

ally climb shove 160,000 tonnes. The report is generally gloomy on consumption, pre-dicting a rise of less than 2 per share of the total fibre market. The EIU argues that the shift away from wool when prices were high in 1987-1939 will not be followed by a return to wool

now that prices have collarsed.

Between 1993 and 1996 Norway will see the start-up

of five new gas projects on

the Norwegian continental shelf that will increase pro-

duction, at plateau, by around 30 bcm from the cur-

rent level of about 27 bcm,

according to Statoil, the Nor-weglan state oil company.

that a reassessment of policy

if oil companies are not pre-pared to make investments and

take marketing risks of devel-

oping new supplies for direct sale within a time-scale that is

Mr Allcock said there is a

requirement for large quanti-

ties of new gas over the next few years to satisfy strong growth in the market.

technically feasible.

The oil market does not look likely to belp wool's price com-petitiveness further with a sharp rise in the cost of man made fibres. World stocks will be reduced

only slowly, the report argues, subsiding from a peak of 783,000 tonnes at the beginning of 1992-93 to 581,000 tonnes at the beginning of 1995-96.
The burden of restoring bal-

ance to the supply-demand equation will fall on Australia. The EIU forecasts a fall in the clip from 723,000 tonnes in 1989-90 to 500,000 tonnes by

Wool to 1995, Rebuilding Producers' Confidence. Special Report No 2135 by David Morris. The Economist Intelligence

tion of total production which has important implications for

British Gas's future supplies of

"There are 10 times as many

fields with less than 7 bcm as

there are with more than 28

bcm, and therefore a large number of field developments

will be required to meet mar-ket demand."

COCOA - Lendon FOX

peak gas, he said.

Gas sales increase predicted British Gas currently has 710 bcm of remaining contracted bom of remaining contracted and committed gas supplies, and bslieves that about 140 bom of UK gas is contracted or committed to non-British Gas buyers. "There is about 700 bom of gas... which is not currently on offer to us," he said.

The pattern of future UK gas developments will change to lower average field size and the gas fields of the Southern Basin will form a smaller por-

ter in continental Europe and Norway's loss of its US marhuge operation to assist the European fresh salmon market, and are taking 15,000 to 20,000 tonnes of salmon out of production," he said. "I think the Commission will very soon be tired of Scottish accusa-

Scottish complaints over salmon

By James Buxton, Scottish Correspondent

THE European Commission is stepping up its monitoring of EC imports of Norwegian salmon in response to renewed complaints from Scottish and Irish fish farmers that Norway is still selling salmon in the

EC at below cost.

The Scottish Salmon Growers Association (SSGA) attributes much of the blame for this year's low European prices for farmed salmon to allowed dynaming by Norwan. alleged dumping by Norway. Earlier this year Britain and Ireland failed to persuade the Commission to impose an 11.4 per cent import duty on salmon from Norway, the larg-est producer of farmed salmon

Mr William Crowe of the SSGA said there was contin-ned evidence of Norwegian fish being sold below cost in the EC market. He said the Commission had agreed to examine Norwegian salmon imports more closely after a

meeting with his association. In 1989 a flood of Norwegian salmon on the EC market sharply depressed prices and, in response to protests from Britain and Ireland, Norwegian producers in January 1990 introduced an intervention buying scheme which last year bought in and froze 47,000 tonnes of salmon.

Salmon prices recovered for a time. But Norway recently lost its market for salmon in the US, which was bnying about 12,000 tonnes a year, after the US imposed a 28 per cent import duty on Norwe-glan salmon. The intervention scheme is continuing this year and expects to have to buy

and expects to have to buy another 40,000 tonnes.

Mr Odd Ustav of the Norwegian Fish Sales Organisation says that although Norway had hoped to produce only 140,000 tonnes of salmon this year compared with 160,000 tonnes last year, a warm winter in the foods has resulted in bigger harvests this spring. in bigger harvests this spring.
It bopes to get output down to
120,000 tonnes next year.
There is no dumping and

no reason for the Scottish accusation," he said. "With the intervention scheme farmers less than the intervention

The recent low prices, he said, were due to factors such tounes, according to Carbozu-

WORLD COMMODITIES PRICES

EC to probe | Coal City sees light ahead at last

William Keeling reports from a newly resurgent Enugu in Nigeria

elcome to Coal City, exclaims the sign as visitors leave Enugu airport, words that nntil recently held a bollow ring.

Enugu is indeed the coal captal of Nignic but for the rest ital of Nigerla but for the past 20 years the industry has been in decline. The effect of the civil-war in the late 1960s -Enngu was the capital of the secessionist state of Biafra and the discovery of crude oil as a more remunerative source

as a more remunerative source of energy production, sidelined the coal industry.

From a peak of 940,000 tonnes in 1954, national production slid to just 81,000 tonnes in 1989. While the coalworkers at Onyeama mine, which in its hey-day produced 500,000 tonnes per annum still 500,000 tonnes per annum, still made the two kilometre journey along the adit or tunnel to the coal face, their production had slumped to less than 50

tonnes per day.

After a period as dark for the miners as the mineral they produce, there is light at the end of the sdit. In April Nigeria exported its first coal for more than two decades. It came from the Onyeama mine which has been taken over from the Nigerian Coal Corpo-ration by the newly-formed Eagle Mining Company, which has a licence to mine coal exclusively for export.

The company is owned 40 per cent by Carbomin of the UK and 60 per cent by NCC,

ted to selling a third of its stake to Nigerian private inves-tors and has only one member on the Eagla Mining board. Carbomin is owned jointly by the Greek industrialist, George Tsatsos, by companies con-trolled through the Leventis family and by Giering Rose of the UK and Denmark.

the UK and Denmark.

Eagle Mining has a share capital of \$3m and has secured local and foreign loans of s further \$10m. Production at Onyeama, which has proven reserves of 30 million tonnes, is currently running at 7,500 tonnes per month but is set to increase with the arrival in June of new and refurbished-used equipment from Britain. Company officials predict Company officials predict that ontput will rise to 750 tonnes per day by October and to 1,000 tonnes per day by early next year. By 1993, the company aims to be producing 500,000 tonnes per annum and to expand to other coal-producing awase in Nicosia.

ing areas in Nigeria. The success of the project depends upon the Eagle Mining management taking full control of all aspects of the business from the actual mining and processing of the coal to its transportation and shipment. To attain these objectives; the company has leased three locomotives and 200 27tonne wagons from the Nigeria Railway Corporation. It has also leased and is rehabilitating a coal-jetty and loading facilities at Port Harcourt.

Central to the project's com-mercial viability is the addi-tional lessing of a coal-prepara-tion plant which, constructed by the NCC in 1976, is situated five kilometres from the mine. The plant, with its 4,000 tonne The plant, with its 4,000 tonne siles and 100 metre conveyors, washes and sizes the coal. It has a capacity of 250 tennes per hour which is more than double the quantity of coal Nigeria produced at its peak. Up until now the plant has been a white elephant, slumbering in its Enugu valley, started up for periods of one or two hours every 10 days. By controlling the passage of coal from the mine to the ship, Eagle Mining hopes to clear the main hurdle to exports.

s Major General G.O. Ejiga, chairman of Eagls Mining, sx-Eagls Mining, sxplained as the first shipment of
7,500 tonnes left en route to
Swansea, despite estimated
national reserves of 1.5bn
tonnes "no-one has been able
to match pledges of supply
with actual performance".
The coal should find a ready
market with a sulphur content
of 0.6 per cent, making it environmentally friendly, but for
Eagle Mining to succeed will

Eagle Mining to succeed will require a level of management sutonomy which, for a com-pany which is 60 per cent state-owned, is rare in Nigeria. ment is put in place and output is boosted, company officials

remain uncertain about their remain uncertain about their costs of production. They concede, however, that the company is unlikely to turn a profit for the first two years. Profit potential will increase substantially if the ships which export the coal are used to impore items such as carrant. import items such as cement.

Also making the project attractive is the existing differen-

ractive is the existing differential, presently 35 per cent, between the official and autonomous currency exchange rates. Also planning to start production later this year is the Buintg Mining Company Ltd, which is owned 40 per cent by Minstroy of Bulgaria and 20 per cent by Blenventures. a privately-owned Nigerian company, Bulnig, which was formed last August, has two undeveloped concessions in Ownkpa and Okaha in Benue state. Equipment worth \$10m will arrive in late May and production at the

ment worth \$10m will arrive in late May and production at the Ownkpa concession is due to start in July with the first exports scheduled for October. Company officials estimate production at 40,000 tonnes this year, rising to 300,000 tonnes in 1992. They admit, however, to being behind the Eagle Mining in their operational readiness. The concessions are ill-situated to use the sions are ill-situated to use the Enugu processing plant, they have yet to sign an agreement on overland transportation and the Eagle Mining Jetty in Port

Venezuela to boost output in west

Joe Mann in Caracas outlines a development likely to cost \$1.8bn

fter years of delays, Venezuela is now making a push to increase sharply coal output from the Guasare coalfields, located in the wastern Venezuelan state

Carbozulia, SA, the Venezuelan government's coal company, plans to raise production from last year's level of 1.5m tonnes at one mine site, to over 11.5m tonnes at three to four sites in the Guasare fields by 1996. Mr Luis Urdaneta, president of Carbozulia, said a production increase of this magni-tude would require investments of around US\$1.8bm, to be shared by Carbozulia and international partners in joint ventures. He said his company, a wholly-owned subsidiary of Vene-

PDVSA, has a goal of raising national coal production - and exports - to around 20m onnes per annum by 2000. The Guasare basin has proven coal reserves of 353m tonnes, identified reserves of over 2bn tonnes and hypothetical reserves of more than 6bn

1343/1325

COAL PRODUCTION AT PASO DIABLO MINE, QUASARE COALFIELDS* (metric tons per year) 0.12m 0.75m 1,53m

Guasare coal is "premium quality steam coal with high volatility and thermal values, and low sulphur content", Mr Urdaneta said. Most coal in the Guasare fields can be extracted via surface mining techniques.

All production from Guasare
- about 1.5m tonnes per year
since 1989 - is exported, and
Carbozulia plans to sell any future output overseas. Carbozulia and Italy's Agip mine, the first mine opened in the Guasare region, under a joint venture called Carbones plan to raise production st Paso Diablo to 2.5m tonnes this year, and progressively increase output to 6.5m tonnes

by 1996 and 10m tonnes by Paso Diablo is an open pit

76,457 lob

(Prices supplied by Amalgamated Metal Trading) ficial Kerb close Open Inte

mine and coal is currently moved to a loading station on Lake Maracaibo via heavy trucks. Barges then load the coal on to bulk carriers anchored in the lake for export.

In order to produce more than 3.5m to 4m tonnes per year, the partners will have to build a 75km railway and a port on the lake. This project alone is expected to cost around \$1bn. Carbozulia and Agip will invest over 58m this year to increase output at Paso Diablo, and investments are expected to rise dramatically starting in 1992.

Governments in Venezuela havs talked shout plans to develop Paso Diablo since the mid-1970s, bnt snccessive administrations shalved the project when they ran out of

money. Carbozulla and the current government not only have earmarked part of Venezuela's oil export revenues for coal development, but also have found international partners interested in sharing capital

Carbozulia is also working with other international com-panies to develop two new rhines. Shell and Veba Oel are stadying the feasibility of set-tions up a joint venture with the Venezuelans to exploit another Guasare deposit called Socuy, investment for explora-tion and other items this year at the Socuy mine is projected

at \$3.5m. Carbozulia plans to start production at Sociay in 1995 (at 500,000 tonnes) and reach 4.5m tonnes by 1998. To develop this mine, investments will be required.

Carbozulia recently signed an agreement with A.T. Mas-sey and a Venezuelan-Japanese group covering a 20-month exploration programme for another Guasare site, called Mina Norte. The partners, who include Mitsubishi, plan to spend some \$3m carrying out test drills at Mina Norte.

High/Low

505/4 574/6 575/4 578/4 567/6 596/4 609/4 619/0

19.88 20.08 20.25 20.40 20.60 20.93 21.05 21.33

High/Lo

74.87 72.87 74.72 75.27 74.96 75.70

56.10 58.70 53.52 48.27 47.95 47.70 45.96

63.25 61.00 58.15 57.90

57.30 55.75 52.90 47.75

47,50 47,40 45,80

561/4 571/0 576/0 577/4 585/4 585/6 606/0

20.90 21.23

nance

MARKET REPORT

Gold fell back below the \$360 s troy ounce reached on Wednesday on the London bullion markst as evaporated. Silvar prices bounced off support around 400 cents in the afternoon, closing st 404 cents s troy ounce, down 7.5 cents. Dsalers said losses in New York pushed the market lower, following the failure to extend two-month highs of 416 cents. "I would put the leadership rola pretty evenly batween gold and silver," said one New York analyst as Comex prices fell in sarly trading. "The recent action seams chartists and the technicians being

London Markets

SPOT MARKETS		
Crude oil (per barral FOB)		+ 01
Dubei Prent Blend (dated) Brent Plend (Juli) W.7.I. (1 pm est)	\$15.85-6.10u \$18.60-8.70 \$19.35-9.40 \$20.95-1.00u	-0.15 +.075
Oil products (NWE prompt delivery per b		+ or
Premium Gasoline Gas Oil Heavy Fuel Oil Naphtha Petroleum Argus Estimates	\$245-247 \$184-185 \$68-70 \$205-207	+3 +3 +1 +7
Other		+ or
Gold (per troy oz) Silver (per troy oz) Platinum (per troy oz) Palladium (per troy oz)	\$356.0 404.0c \$390.25 \$96.0	-4.15 -7.5 -3.75 -0.5
Aluminium [free market] Copper (US Producer) Lead (US Producer) Nickel [free market] Tin [Kuzia Lumpur market]	\$1305 104c 34c 385c 15.55r	-5 +1 -3 +0.02
Tin [New York) Zinc (US Prime Western) Cattle (live weight)†	269c 62c	-1 -0.18°
Shoep [dead weight]†	180.65p 98.48p	-25.8° +2.45°
London daily sugar (raw) London daily sugar (white) Tate and Lyle export price	\$200.0q \$267.5q £221.5	+20 +29 +15
Barley (English feed) Molze (US No. 3 yellow) Wheat (US Dark Northern)	£108v £179 £97	
Rubber (Jun)♥ Rubber (Jul)♥ Rubber (KL RSS No 1 Jun)	53.25p 53.75p 225.5m	
Coconut oil Philippines)§ Palm Oil (Malaysian)§ Copra (Philippines)§	\$3201	-26 -25 +1
Soyabeans IUSI Cozon "A" index Wooltops (64s Super)	84.75c 367p	+ 0.30 + 15
C & Manne unless otherwise	SUBTRIES. D-DOF	CE/KG.

fooled." London's July cocos contract touched a new 1512-year low of £595 a tonne bsfore recovering to close above £600. Dealers said players short of cocoa were showing no interest In covering themselves. New York cotton futures were lower at midday. Traders said heavy speculative selling depressed ths markst in response to forecasts for drier weather in the US cotton balt. On the LME nickel prices technical rally away from earlist 412-month lows; to end only just

sald the market was extremely **Compiled from Reuters**

		m FOX	(\$ per tone
Rew	Close	Previous	High/Low
Aug	167,60	170.00	171.00 167.00
Oct	157.00	170.00	170.60 167.00
Mar	168.80	171.60	172.00 168.40
May	172.40	176.60	174.40 173.80
Aug	176.80	180.00	177.00
White	Close	Previous	High/Low
Aug	278.0	274.0	277.0
Oct	247.0	248.0	248.5 245.5
Dec	245.0	244.5	244.5
Mar	246.0	245.0	244.7
Oct 1427 CRUDE	OIL - =	E	\$/ber
	Lates	Previo	us High/Low
	19.06	19,15	19,24 19,05
Jun	13.09	14.10	
	19.41	19.59	19.57 19.32
Jul			19.57 19.32 10.71 19.55
Jul Aug	19.41	19.59 19.74 20.00	19.57 19.32 10.71 18.55 19.90 19.73
Jul Aug Sop	19.41 19.71	19.59	19.57 19.32 10.71 19.55 18.90 19.73 19.83 19.60
Jul Aug Sop Oct	19.41 19.71 19.82	19.59 19.74 20.00	19.57 19.32 10.71 18.55 18.90 19.73 19.83 19.60 10.87 10.75
Jul Aug Sop Oct Nov	19.41 19.71 19.82 19.93 19.87	19.59 19.74 20.00 20.00	19.57 19.32 10.71 19.55 18.90 19.73 19.83 19.60
Jul Aug Sop Oct Nov IPE Inde	19.41 19.71 19.82 19.93 19.87	19.59 19.74 20.00 20.00 20.00 19.16	19.57 19.32 10.71 19.55 19.90 19.73 19.53 19.60 10.67 10.75 18.04
	19.41 19.71 19.82 19.93 19.87	19.59 19.74 20.00 20.00 20.00 19.15	19.57 19.32 10.71 19.55 19.90 19.75 19.93 19.80 10.87 10.75 18.04
Jul Aug Sep Oct Nov IPE Inde	19.41 19.71 19.82 19.93 19.87 10.04	19.59 19.74 20.00 20.00 20.00 19.16	19.57 19.32 10.71 18.55 18.90 19.73 19.83 19.60 10.87 10.75
Juli Aug Sop Oct Nov IPE Inde Turnova GAS OII	19.41 19.71 19.82 19.83 19.87 10.04 r 20177 (1 L - 1992 Close	19.59 19.74 20.00 20.00 20.00 19.16 7844)	19.57 19.32 10.71 18.95 19.90 19.73 18.93 18.60 10.87 10.75 19.04 High/Low 178.75 177.26
Juli Aug Sap Oct Nov IPE Inde Turnove BAS OII	19.41 19.71 19.82 19.87 10.04 r 20177 (1 L - \$P\$ Close 178.00 174.25	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous	19.57 19.32 10.71 18.55 19.90 13.73 19.93 18.00 10.87 10.75 18.04 High/Low High/Low 178.75 177.25 176.80 174.25
Jud Aug Sop Oct Nov IPE Inde Turnove BAS OII Jud Aug	19.41 19.71 19.82 19.93 19.87 10.04 r 20177 (1 L - \$P\$ Close 178.00 174.25 175.75	19.59 19.74 20.00 20.00 20.00 19.15 7844) Previous 176.00 173.50 174.75	19.57 19.32 10.71 18.55 19.90 13.73 19.93 19.00 10.87 10.75 19.04 \$hood High/Low 178.75 177.25 178.80 174.25 178.50 175.00
Just Aug Sop Sop Otto Nov PE Inde Turnove CAS OII Just Aug Sop	19.41 19.71 19.82 19.83 19.87 10.04 r 20177 (1 L - \$P\$ Close 178.00 174.25 175.75 177.25	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous 176.00 173.30 177.00	19.57 19.32 10.71 18.95 19.90 19.73 18.93 18.00 10.87 10.75 19.04 \$7box 178.75 177.26 178.80 174.25 176.50 175.00 178.25 177.00
Just Aug Sop Sop Otto Nov PE Inde Turnove CAS OII Just Aug Sop	19.41 19.71 19.82 19.93 19.87 10.04 x 20177 (1 L - \$P\$ Close 178.00 174.25 175.75 180.00	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous 176.00 173.50 174.75 177.00 179.50	19.57 19.32 10.71 18.55 19.90 13.73 19.93 16.60 10.87 10.75 18.04 Show 178.75 177.25 176.80 174.25 176.50 175.00 178.25 177.00 180.00 179.00
Juli Aug Sop Oct Nov IPE Inde Turnove BAS OII Juli Aug Sop Oct	19.41 19.71 19.82 19.83 19.87 10.04 r 20177 (1 L - \$P\$ Close 178.00 174.25 175.75 177.25	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous 178.00 174.75 177.00 174.75 177.90 181.25	19.57 19.32 10.71 18.55 19.90 13.73 19.93 19.00 10.87 10.75 19.04 \$hoov 178.75 177.25 178.80 174.25 176.50 175.00 178.25 177.00 178.26 177.00 180.00 173.00 181.75 161.00
Juli Aug Sop Oct Nov IPE Inde Turnove GAS OII Jul Aug Sep Oct Nov	19.41 19.71 19.82 19.93 19.87 10.04 x 20177 (1 L - \$P\$ Close 178.00 174.25 175.75 180.00	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous 176.00 173.50 174.75 177.00 179.50	19.57 19.32 10.71 19.55 19.93 19.03 19.93 19.03 19.93 19.04 19.04 178.75 177.25 178.80 174.25 178.80 174.25 178.80 174.25 178.50 175.00 180.00 179.00 181.55 161.00 182.50 182.00
Jul Aug Sep Oct Nov IPE Inde	19.41 19.71 19.82 19.83 19.87 10.64 r 20177 [1 L - \$P\$. Close 178.00 174.25 175.75 177.25 180.00 101.75	19.59 19.74 20.00 20.00 20.00 19.16 7844) Previous 178.00 174.75 177.00 174.75 177.90 181.25	19.57 19.32 10.71 18.55 19.90 13.73 19.93 19.00 10.87 10.75 19.04 \$hoov 178.75 177.25 178.80 174.25 176.50 175.00 178.25 177.00 178.26 177.00 180.00 173.00 181.75 161.00

Galla metone are mis wear's best mut ou at 90p-01.50 each (21.30-1.85), reports FFVIB. Avocados remain at a stable price 35-50p each, manguese at 75p-01.00 each (75p-01.00) and primespies at 85p-02.00 (85p-02.00). Strawberries are becoming core plentiful at 55-70p $a^{-1}2$ lb (70-90p). ersey Royal new potatoes are extellent e-70p (56-70p), and supplies will be lentiful until the end of June. New in the shops are English new crop pote: (8-60p a to, English and Spenis a s superb at £1,20-1,00 (£1,25-1,40), \$4

584 578 510 595 638 624 671 659 705 622 726 714 747 736 580 605 637 670 702 724 746 Turnover: 4265 (3363) lots of 10 tonnes (CCO indicator prices (SDAs per torne fOCO indicator prices (SDRs per torms). Daily price for May 15 782.50 (788.95) 10 day average for May 10 798.64 (801.05) 529 555 578 590 018 630 533 526 551 553 584 577 rer:2110 (2980) lots of 5 tonnes dicator prices (US cents per Close Previous High/Low 134.0 134,4 134.5 133.5 er 82 (106) lots of 40 tonnes 125.50 131.00 140.00 Turnover 20 (75) lots of 20 tonnes. 1520 1643 Turnover 321 (305) BRADES - London FOX Close Previous High/Low 136.25 137.25 137.60 135.40 137.25 137.00 138.25 137.25 114,15 120,40 114.15 123.60 114.15 120.50 120.40 Barley Close Provious High/Low 107.90 109.10 Turnover: Wheat 201 (379), Barley 0 (3). PIGS - London FOX (Cash Settlement) p/kg Previous High/Low 120.3 114.5 120.4 120.5 120.0 115.0 114.5 113.3 110.0 106.3 Turnover:58 |100) lots of 3,250 kg Close Prev. 140.35 141.00 141.50 142.70 143.00 143.50 141.19 142.10 141.50 142.00 142.80 141.00 141.50 142.20 142.70 143.30 143.50

1504-6 1535-4 Copper, Grade A (E p. Cash 1271-3 8 months 1287.5-8 Leed (E per tonne Cesh 321-3 3 months 334-5 Nichel (8 per tonne Cash 5745-55 3 months 5825-35 Cash 1061-2 3 months 1094-5 LME Clostog £/3 rate SPOT: 1.7505 Gold (fine az) 3 price Copper (Grade A) 2100 2200 2500 CoSe 500 550 600 Cocce 550 600 650 100 55 65 35 K Brent Crude

1277/1270 1281-3 1288-9 111,610 lots Total daily turnover 1,654 lots 255.5/532 13,796 fota 334.5-5 Total daily turnover 8,326 lots 6,583 lots Total daily turnover 6,762 lots 25,764 Jots **New York** TEXALE ROLLIVE ROCKOL (Prices supplied by N.M.Ro GOLD 100 troy oz.; \$/troy oz. Close Previous High/Low 355.80-356.20 358.80-358.30 Day's high 359,00-359,40 Day's low 355,50-365,90 Loco Lds Meas Gold Landing Rates (Vs USS) PLATERIAL SO Troy OZ. S/Broy OZ. US ets equ bygue as Close Previous High/Low 234,50 241,25 247,40 259,60 410.00 416.00 383.4 397.7 401.8 405.4 409.4 391.0 396.0 403.6 0 GOLD COMS (Prices supplied by Engelhard Metals) £ equivalen ious High/Low 400.8 401.2 403.8 405.6 415.4 417.4 422.9 428.1 433.3 Strike price \$ tonne Jul Seo Jul Seo 149 75 **29** 2 22 83 127 47 HIGH GRADE COPPER 25,000 lbs; cents/lbs Puts 98,40 98,10 98,20 97,00 97,40 97,10 98,85 96,60 96,35 96,05 158 99 57 42 82 138 17 48 103 Aug Sep Oct Nev Dec Jan Feb Jul Sep Jul 42 17 Jul J(r) CRUDE OE. (Ught) 42,000 US galls S/barrel 50 24 20.88 21.02 21.30 21.37 21.47 21.35 21.40 21.00 21.14 21.19 21.20 21.15 21,10 20.90 21.12 21.17 21.10 21.20 21.20 Jul Aug Jul Aug 117 83 51 87

HEATING OIL 42,000 US galls, cents/US galls. Chicago 5675 5635 5866 6170 6160 6050 5630 583/0 573/0 578/4 578/6 587/0 587/0 609/0 617/4 662/0 571/2 574/5 576/2 584/2 585/2 605/0 616/0 COCOA 10 tonnes:\$/tonne SOYASEAN OIL 60,000 lbs; cents/fb Close 19.73 19.91 20.08 20.29 20.43 20.77 20.92 21.23 SOYABEAN MEAL 100 tons; \$/ton COFFEE "C" 37,300ths; cents/lb 170.2 172.4 173.6 174.7 175.8 177.7 176.2 1179.2 SUGAR WORLD "11" 112,000 lbs; centu/lbs 239/2 246/4 246/0 246/0 258/4 257/0 7.63 7.63 7.67 7.77 7.91 8.10 7.93 7,72 7.81 7.89 WHEAT 5,000 by min: cor Previous High/Low COTTON 50,000; cents/lbs LIVE CATTLE 40,000 lbs; cents/fbs 74.77 72.80 74.82 75.07 74.82 75.42 ORANGE JUICE 15,000 lbs; cents/fbs rious High/Luor 120.00 117.50 118.00 121.20 119.20 118,75 119.70 119.25 57.70 50.32 53.35 60.05 47.55 May 16 May 15 mith ago yr ago 1715.2 1712.5 1727.6 1911.9 DOW JONES (Base: Dec. 91 1974 = 100) 63.10 59.00 56.70 57.30 67.40 62.70 59.75 56.65 57.00 May 15 May 14 moth ago yr ago

LONDON STOCK EXCHANGE

Brighter tone as Spain reduces rates

the rescue of UK equities yesterday as the move by the UK conglomerate, towards IGI sharpened the market's appetite for takeover speculation. However, the focus on ICI tended to mask a favourable response by market strategists to the unexpected reduction in key interest rates in Spain, a move which has previously been the signal for action on UK base rates. "We regard this as a clear sign that UK rates will be cut within ten days," said Mr Roger Palmer of Kleinwort Benson Securities.

PS PROTANT MANY

at lay

ngu in Niger

ENGLY AND STATE

t in we

P. Let W. M. S. L.

e'sreg

The renewed advance in ICI shares, which took them yesterday to a premium of 6 per cent on the price paid by Hanson for its 2.82 per cent stake, made it clear that the market act in a major investment

Accou	nt Dealing	Dates	_
Tiret Deslinge: Apr 20	May 20	Jun 3	:
Option Declaral May 16	lone: May 30	Jon 13	-
Last Deallogs: May 17	May 31	Jun 14	•
Account Day: May 28	Jun 10	Jun 24	•
Section designation of the section o	ngs may tuke elects days to	piace from rijer.	

drama. The market expects either a bid for ICI at around £16 a share, or the appearance of a white knight, perhaps in the shape of one of the oil companies, which would be more politically acceptable as a bidder for Britain's blue chip chemical company. Turnsver in ICI stock reached 10m

On the back of the ICI excitement, market firms took a close look at other leading stocks regarded as possible

swift mark-up of shares in the merchant banks, which can be expected to play a role in any further takeover of speculative

The market opened higher and turned off only briefly as it digested news of a £387m rights issue call from Argyll Group, the food retailer. This significant addition to its funding burden failed to upset the market in its newly confident

Encouraged also by good

trading results for the first quarter of the year from Shell. the equity market swiftly moved to a gain of 21.7 on the Footsie scale at mid-morning, bringing the index to within 20 points of the 2,500 mark lost only at the beginning of this

The advance was soon

off the top but also as some profits were taken elsewhere as traders decided not to wait for the end of the equity trading account, which closes this afternoon. A firm opening on Wall Street, where the Dow Average put on 24 points dur-ing London hours, helped con-

fidence in the UK market.

The final reading put the FT-SE Index at 2,471.9 for a gain on the day of 12.5 points. While the market remained cautious ahead of the bad news for the government expected overnight from the parliamentary by-election in Monmouth, the mood at last night's close was brighter than it had been for the past week.

Seaq turnover increased smartly to 496.8m shares from the 423.4m of the previous session. The focus on ICI and on

government's response to an

attack on one of the UK's main industries, and that his

ultimate target in the UK remained the break-up of Brit-

Calor held at 215p with the market still expecting news

market still expecting news that SHV, the privately-owned Dutch group, is about to issue a convertible bond against its 44.2 per cent stake in Calor. SHV also has a 9.14 per cent holding in Burmah, the shares of which eased 2 to 548p.

Analysts' views varied con-siderably on Diploma after Wednesday's disappointing

half-yearly results. Several

thought the shares were over-

valued but County NatWest, while admitting the figures jus-tified that day's 5 per cent share price fall, rated the com-

pany "a quality play with excellent exposure to economic recovery". Further weakness should be treated as a buying

opportunity, said County, as

the shares recovered 6 to 242p. The speculation and intrigue

which has developed around ICI, conjuring up hopes of a

cyclical recovery in the chemi-

cal industry, began to affect other stocks in the sector.

Laporte, the most highly rated issue behind the leaders, met

revived investment support

a bid from either majority stak-

eholder Severn Trent Water or Wessex Waste Management.

The story is that Wessex will buy Severn's near 30 per cent holding and then launch a full.

takeover. Severn withdrew a 100p cash per share offer for Caird last December.

ment supplier Phillip Harris accelerated more strongly yes-terday. A report of a £7m Indo-nesian contract to supply and

install scientific equipment tonched off the run on the

stock, which ended 13 higher

at 121p. Increased annual profits coupled with an upbeat statement on current trading lifted Warner Howard 7 to 210p. The

company is a leading commer-cial laundry supplier, which also sells and rents vending machines and equipment.

A steadily rising market all

Caird Group, the waste management company, advanced 5 further to 83p on speculation of

and rose 7 to 5820.

is likely to have boosted the level of retail or customer busi-ness on which the market must depend for its financial health.

However, there were new hints yesterday that aenior market firms were planning staff cutbacks in the face of the fall in market volumes since the end of the first quarter of

There was little response in the stock market to the day's batch of data on the UK economy, which appeared to give some indications that gloom overhanging the UK economy may be lifting slightly. The increase in the April unem-ployment figure was regarded as at least no worse than mar-ket expectations and therefore

an encouraging indication of economic prospects. after announcing that the company had taken a 20 per cent stake in Meridian Broadcasting, the company formed to apply for the franchise in south and south-east England. Royal insurance advanced 13 to 438p, with a first-quarter loss of £63m said to have been much smaller than the market

The power generators attracted renewed strong support, with dealers saying the forthcoming flotation of the Scottish generators was almost guaranteed success. National Power appreciated 21/2 to 138p on 11m shares and PowerGen 3½ to 143p. Talk of an imminent and

highly positive broker's circular on the bousebuilding sector drove the group sharply higher and Tarmac in particular, which finished 10 better at

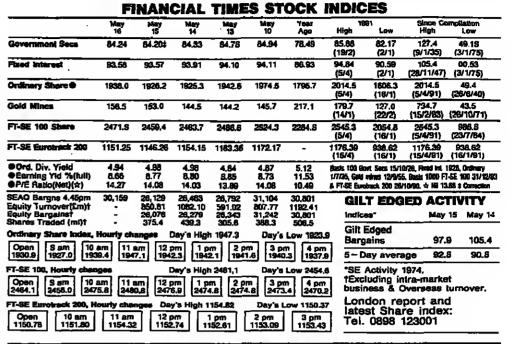
Tomkinsons underlined fur-

ther the severe downturn in the UK carpet market by reporting sbarply lower interim figures yesterday. Profits fell over 50 per cent and, although the mid-term divi-dend payment was maintained, the shares lost 12 to 261p. Rival manufacturer Richards

revealed an even more depressing situation on Wednesday – half-yearly profits dropped to £0.5m from £1.7m – and the price of its stock reacted fur-ther yesterday to close 4 down

Other market statistics. including the FT-Actuaries share index, Page 26

BRITISH FUNDS



	Valuetes DDD's	Closing	Day's change		000's	Closing	Day's		V _D A	91	Closeing Frater	Charles S. Albert			Cineing	
ADT				Delegaty	170	379	+1						Slough Eats	1,200	246	+6
ASDA Group	6,000	10812	-32	Do La Red	256	255	+1	Mamor		.7	250	+1	Senitr (W.H.) A	700	361	-1
Abbey National	3,800	271	+6	Discons	1,200	193	+1	Marks .	Spencer 1,	300	256		Smith & Nephew	. 2.200	وا 125	+1
Albert Flaher	3,800	1213b	- 20	ECC Group	_ 50	414		Married	Comme.	150	222		SmtG Beacham -	_ 2000	765	
Alfied - Lyons	6,400	675	+21	Eastern Elect.	764	182	+6	Midan	Berk 3.	500	217		Smith Beecham Uts	47	3345	+37
Ametrad	2,800	72	-1	End Midlard Elect	. 166	200	+6	Midan	s Elect	100		+112	Sentime lands	270	256	-1
Anglian Water	_ 646	303	+7	Enterprise OS	ಬಯ	523		NetWee	Benk 2.	300	317	+4.	Southern Elect		206	+4
Argos	459	305	+2	Euroturnal Units	ZN	472	+7	Mancos	Power 11,	000			SOUTH WHITE ENGY	≖	306	
Argyll Group	4,200	297	-10	FIG	2,500	56		Negez	leef Water	540		-1	South West Water	140	207	†2 †5
Ams. Brit. Foods	_ 261		-1	Ferrand	4,200	11	*1	HOTOL Y	det Ateles		203	77	Southern Water	134 134	273	+3
BAA	3200		+6 -7	Gen. Accident	1,100	469 540	+4	No.	Foods		476	**	Stendard Churte			+2
BAT lads	1.000	577	Ξ.	General Elect	1,000	103	7 40	No. or other	F0005			+3	Storehouse	276	111	֔
HCC	200		+2	Gipus	3000		-1	Protection				+12	Son Affance	- Lim	372	+6
BOC	2 500	540	T.	Glymond for	2000	206		040		27		+3	TAN			+2
BPE Inds	1000			Graneda	- 500		41			100		+6	Ti Group	307	490	•
STA	2 100			Grand Met.			- 12	Consumer Con-	11,	M		+312	T38	2 ma	151	+35
Benk of Scottend	1 100		+1	GLIS A	577	1193	-10	Printer	S 57			14	Termet	3,200		+ 10
Rectifys	2.200			GRÉ	2 100		-1	RHM		202	303		Tate 6 Lyle	446	361	-2
Base	467			GOI			+2	RMC _		370	578		Taylor Woodrow	_ @	235	+5
Bonzor	GAR		-2	Guinnaen	1 400	947	+11	ATZ		m	526	+4	Teaco	6.000	277	-4
Bertelord Int.	1300	38	•	Harringroon 'A"	RM	629	+6	Recal		200	274	-2	Thames Water	1.100	313	+ī
Blue Circle	2,000	254		Hanson	4.701	2201-		Recal T	electra		370		Thorn EMI	118	718	÷1
Boote	1.500	368		Hanson Warrants			+2	Resk O	TR :	206	709	-ī	Trafficer House	1,600	257	-1
Bowster	706		-i	Harrisons Crostleid	1.500		-2	Reckiz	Colmes 2	230		+10	Trusthouse Forte	_ 773	265	-1
Brit. Aerospace	646	610		Hipshor Skid			+ 10	Recliano		377	583	+6	Ultramer	681	312	+1
British Alreans	4.000			Hilledom		245	+2	Reed in	L	787		+2	Unionte	42	289	-1
ritish Gas	7.B00	241	+56	M	525	232	-1	Reg. Ek	ect. Pleg Uts	. 2 6	2310	+ 27	Uniterer	932		+ 15
Arhieb Land	_ 3/1	282	+1	×C	90,000	1206	+46	Floritold		20	267		United Stocults	. 1,100	365	
British Street	4300	325		Cretivana	1,300	321	-3	Populars		62	820	+12	Utd Newspapers	394	34	+6
British Steel	2200		-1	Klegligher	2100	441	+1		7yC0 8,2			+1	Weter Package Uts. ,	2	23030	+ 47
Brysen relycom	2,400		+1	Lactoroke	2,300	267	-6	Richma	ns	501	849	-5	Wellcome	489	583	-4
	319		+1	Land Securities	1,300	527	-1	Ry Bk	collend 1,4	100	783	+2	Welsh Water	540	332	+4 -
Romath Castrol	340		-2	Laporie	83	582	+7	Royal k	13	roo		+ 13	Wester Water	, 458	333	+5
Burton	6,800	79	-4	Legal 6 General	_ 734	434	+8	Sautchi		100	104	_	Mystered 'A'	_ 506	479	-3
abte 6 Wire	1,000		-1	Lloyds Abbey	2,800	403	+6	Selepho	7 2/	100	377	-7	Wiggins Temps	. 1,300	224	+6
edberys	1,800	356	-8	Lloyds Bank	772	340		Scottesh	& Now,	190	300	+3	Williams Hings	. 1.000		-2
elor Group	104	216		LASMO	- 401	340	+6	SMIT .		100	80	13	Willia Corroon	. 2000		+7
erton Comms	_ 156	440	_	London Elect	108	206	+2	Secons	*	N/	252		Wimpey	Z3		+5
Dats Viyetta	2,000	146	-z	Lonrho	406	254		200000	d	-	100	+6	Yorkshice Elect	_ 25		+2
Comm. Union	1,000		+5	Luchs	. 686	157		SAVER	Trent Water . 2.4	100	200		Yorkshire Water	764	329	+2
Dockson	7,900		-4	MB Carpidon	_ 367	223		Sheet Tr	maport 6.2	10	506					
Courtnesids	1.200	403	+11	MB'C	1.00E)	514	+2	Siebė		27	397	-4				

TRADING VOLUME IN MAJOR STOCKS

EQUITY FUTURES AND OPTIONS TRADING

dominated by speculation about whetber Hanson intended to make a full bid for ICL Hanson's move has also rekindled speculation about the likelihood for a bid for other FT-SE stocks.

THE OPTIONS market was

Turnover in ICI options rose to 3,886 contracts, equivalent to 3.8m shares. The takeover talk spurred buying of calls and selling of puts, with inves-tors hoping for further rises in ICTs share price.

most popular, although there was also interest in the 1200 and 1250 series. Aside from call buying, one broker exe-cuted a technical trade which involved buying puts.

The speculation about Han-

son's intentions triggered active dealing in options on Hanson stock. The May 220 puts were the most popular series. Shares in Allied-Lyons, mentioned as a possible bid candidate, rose as a buyer of

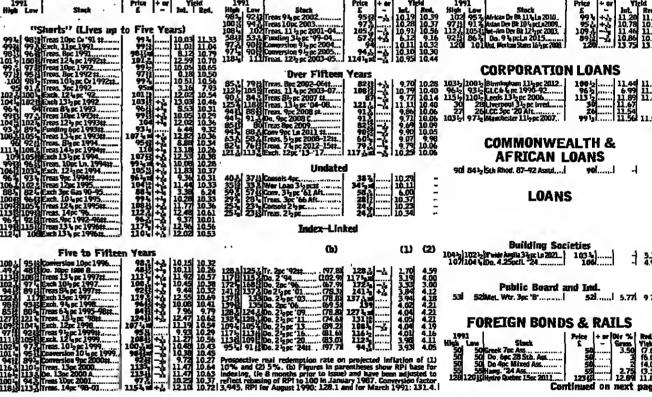
July 600 calls emerged early in the session. The re-emergence of takeover talk has fed bopes of a stock market rise over the summer. The June 2,500 calls

were bought as a cheap way of gaining exposure to the London market. The June FT-SE 100 contract rose 10 to 2,478, but held a small premium to the spot index. By the close June was just 8 points above the FT-SE index, against fair value of 9.

INT. BANK AND O'SEAS

LONDON SHARE SERVICE

BRITISH FUNDS—Contd



Heavy trading lifts ICI

ICI continued its powerful advance, ticking up 70 points in early trading and then pulling back as some buyers took profits. The stock closed 48 stronger on the day at 1266p after volume of 10m shares. Marketmakers said the stock attracted considerable American buying early in the morning yesterday, as well as after the official close of trading on Wednesday. However, some said it had become more difficult to trade as fewer dealers bad the confidence to go

There was widespread feeling that Hanson may ultimately follow up its purchase of a 2.8 per cent stake in ICI with a full bid at around the £15 to £16 a share level, valuing the company at about £11.9hm.

against the prevailing trend.

Because Hanson's ICI shareholding has caused uncertainty among its own shareholders. Hanson stock saw heavy. two-way business. The price was unchanged at 220%p on a turnover of 14m. Smith New Court, the securities house which carried out the deal, added 7 at 142p.

Shell welcomed · The market gave a warm

reception to Shell's first quar-ter figures, which were at the very top of market estimates. Historic cost net income of 5847m coi tions which had ranged from as low as around £575m to £815m. Replacement cost net income of £1.23bn topped most forecasts.

Hoare Govett's Mr Nick Antill said Shell remained his favourite among the majors and raised his full year replace-ment cost forecast to E3.4bn. He added: The stock remains a buy until it moves to a mar-Mr Nick Clayton at Smith New Court said the figures

reinforced the view that the stock is still the quality major. Kleinwort Benson's Mr Philip Lambert was more cautious and said the market had expected an excellent batch of fig-ures. Mr Jeremy Hudson at Sbearson Lehman raised his forecast of replacement cost income for the year to 23.5bn and recommended clients to switch into the stock from BP. We believe dividend growth at Shell will comfortably outstrip that of BP," Mr Hudson added. Mr Fergus MacLeod at County

Finance

director

of MAI

■ Mr Peter Hickson has been appointed finance director of

MAL He held senior financial

posts at Tarmac and Wimpey, and was finance director and

deputy chief executive at United Scientific Holdings, and

chief executive of Tern.

■ Mr Christopher Burnett, irman of Moorfield

becomes sales director, of

■ Mrs Sheila Clark has been

appointed chairman of PACKAGING INNOVATION.

GARTMORE VENTURE

CAPITAL, private equity arm of Garimore investment, has

promoted to managing

director

Mr Chris Griffin has been

ELMTUBE, Aylesbury, a

NatWest pencilled in a replacement cost forecast of £3.65bn. Shell moved ahead to 511p before slipping back to end a net 2½ firmer at 505p after a good turnover of 4.3m shares.

for the UK chemical giant. defensive corporate moves, any of which would generate con-

siderable fees. S.G. Warburg, whose securi-ties arm is ICI's joint broker and whose merchant banking side acts as one of ICFo financial advisers, moved up 12 to 453p, having touched 460p. Hambros added 6 at 275p but

place its near 6 per cent stake in the merchant bank. Kleinwort Benson edged up 2 to-Allied-Lyons benefited from the view that Lord Hanson's

buying and the shares closed
21 ahead at 575p on a turnover
of 6.4m shares.

The launth of a nefty analy
as on Renters by broker Henderson Crosthwaite and a series of presentations to insti-

Merchant banks up

ICI stake was, according to some analysts, a "smokescreen bid" disguising the fact that Hanson may intend to focus his attention on the food group. There was also genuine

tutions were seen as a spur to the stock, which put on 12 to 820p. Henderson analyst Mr Brian Newman said: "American selling which bas depressed the price appears to be drying up, and we feel the company will have boosted its net cash by £133m by June, so considerable interest is being generated." Argyll slipped 10 to 297p

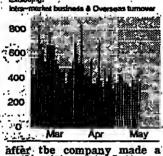
The merchant bank sector

was galvanised by the prospect of a fresh wave of big corporate fees if, as many expect, Hanson builds on its 2.82 per cent stake in ICI and launches a full bid Dealers took the view that even if Hanson does not make a full bid, another possible predator could emerge or ICI may well embark on a series of

the market remained on the alert for signs of initial moves by Banco Bilbao Vizcaya to

FT-A Ali-Share Index 1200

Equity Shares Traded



£387m rights offer to finance its stores opening programme. The 158m extra shares, priced at 250p, were actively taken up by institutions. The rights issue refocused attention on to the increased

competition among the hig supermarket chains. Tesco declined 5 to 278p and J. Sainsbury lost 7 to 377p. Both are committed to aggressive expan-sion plans and have already funds in the market. 'A'sda has suffered most from the threat of greater competition. With its shares down by almost a quarter in the last eight weeks, a question mark hangs over any fund-raising

gestions that institutional shareholders are pressing for top level management changes. Asda "finished 31/4 lower at Asia innisted 3% lower at 108% p on turnover of 8.9m.
British Gas put on another impressive showing, closing 5 higher at 241p on 7.8m; specialists said there were stories that Lord Henson's stake in ICI was being used to sound out the

NEW HIGHS AND LOWS FOR 1991

MINW INGRIS (86),
BRITISH PUNOS (I) Exch. 3pc (8es 1890-95;
AMERICANTS (I) PTH-L BANGS (9) Net. Aust.,
Ottoman, 138 Bit. Chunnol Islan, Britzwers
(9) Allied-Lyons, Sulmoss, Do. 5's pc Pri.
Do. 5's pc Crn. La., CHENGRAIS (5) Galvid,
Do. 7's Pri. 2006, CJ. STORES (3) Amber
Day, Flos. Art Devige, Ritz Design, CS,
Shewardot, ELECTRICALS (1) Kewist Dys.,
ENGREENING (5) Wagon Incl., POODS
(8) Delepak, Icaland Frozen, Morrison (Wm),
Do. 5's pc Pri., Shoprits, Stree Food,
(8) Delepak, Icaland Frozen, Morrison (Wm),
Do. 5's pc Pri., Shoprits, Stree Food,
BEULISTRAIS (16) Ambertey, Amer. Dus
Sys., Astra AS S., Boomore, Charnes
Express, Cowan de Groct, Hasenboool, Harris
(Ph), Haye, Huftch Witney, Ottos & Elect.,
Cacolleni, Stlennight, Series Pod. A., Toys.,
Warner Howard, BERIRARCE (1) Royal,
LEBARE (9) Sorder TV, Central TV, Soots.
TV, MOTORS (1) Govering, PAPERS (5)
Eligiales, Repola, San-Plus, SOUTH
AFRICANS (1) Gold Fleids Prp., TEXTRES
(1) Paridand A, TRAMSPORT (5) Bergeson.

Guinness and equipment.
Guinness was boosted by a confident chairman's statement and climbed 11 to 947p.
Grand Metropolitan, the food, drinks and retail group, continued a slide begun on Wednesday when the group supergroup. day when the group announced lower interim profits. The shares fell 12 to 767p. Burton shed a further 4 to 79p on turnover of 6.8m follo ing a broker's lunch and talk of weak trading.

Central Independent Televi-sion forged ahead 52 to 650p

injection moulding and trade extrusion subsidiaries of THURGAR BARDEX. He was deputy managing director.

of Thurgar Bollé, and Bardex (Plastics), Kettering, the

■ Mr David J. Williams has been elected corporate development director of USHER-WALKER.

ment management company of The Royal Bank of Scotland,

appointed Mr Michael Roberts (pictured) as investment manager sibility for

Japanese equities. He held a fund management.

Mr Rlio Del Maestro has been appointed vice president, DEL MONTE FOODS INTERNATIONAL, and managing director operations; and Mrs Jill Mengham

been appointed managing director of STARKSTROM He was technical director. systems engineering, with

business development.

These securities having been sold, this announcemen appears as a matter of record only.

May 13, 1991

Havant. He was group

Holdings, has been appointed non-executive chairman of FOGARTY, Boston, Lincs, He is also a non-executive director of Vivat Holdings, and Wolstenholme Rink Mr Michael R. Durant has been appointed managing director, and Mr Roger Austin

■ Following the sudden death of Mr Bonaid Savage, HEYWOOD WILLIAMS Wolseley group subsidiary. Mr Durant was operations director at Boxmag-Rapid, and Mr Austin was UK sales manager of Nu-way - both Wolseley companies GROUP has appointed Mr Terence Martin as group company secretary. He will

> THE HOUSING CORPORATION has appointed Mr Roger Bright as deputy chief executive (finance and administration) from August.

review team, Department of

appointed Mr Brian Tora as director of marketing. He was bead of retail marketing at James Capel, where he was a director of James Capel Unit Trust Management, and James Capel Financial Services.

of N.M. ROTHSCHILD & SONS. He has recently returned to the corporate finance division in London following secondment to Melbourne with Rothschild's associated Australian brokers, R.L. & C. Baillieu.

International and before that

■ CLAIRMONT has appointed

- Mr Michael B.G. Gore has been appointed a vice chairman of S.G. WARBURG GROUP. He has been group finance director since 1986 and is chairman of S.G. Warburg Group Management.

appointed managing director

■ CAPITAL HOUSE, invest-

similar post at Prudential Portfolio Managers. Ms Hilary Small has been promoted to senior manager, institutional

becomes vice president DMFI, and managing director corporate marketing and

Mr Harry Kulasinghe has (SCOTLAND), Strathclyde. ~

Bremer Landesbank

DM 250,000,000 **Profit Participating Certificates of 1991/2003**

Arranged and privately placed

with institutional investors by

Bremer Landesbank

hicago

appointed Miss Mary Douglas as a director. She was with the Environment. Midland Montagu Ventures. = GREIG MIDDLETON --Gartmore is owned by Banque Mr M.R. Ward-Penny has been appointed group company, secretary of COLT GROUP,

company secretary of Isopad International.

Mr René Chinnery (pictured left) has been appointed man-aging director, and Mr Paul Dawson (right), previously managing director, becomes chairman of JARDINE CREDIT INSURANCE. Mr Chinnery was chief executive of Bowring

continue as group financial controller:

He succeeds Mr Brian Ridley who retires in July. Mr Bright is director, local government

APPOINTMENTS

independent stockbroker, has

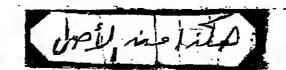
Mr Nicholas Wrigley has been appointed to the board

■ Mr Jon Pither has become a director of the PATHFINDERS GROUP. He was formerly a main board director of Glynwed was managing director of Amari, which was floated in 1984 and bought by Glynwed

Mr Stuart Henderson as non-executive director and Mr John Perry as finance director.

■ Mr Stephen Jones has been

. . .



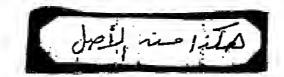
THE THE TENT OF THE PARTY OF TH

EN FRIDAY MAY

AUTHORISED	lett Case. Bid Offer + ar Yield Carpe Peles Price Price - Gr's	hell Case. Stal Office + or Yield Cases Price Price Price - Gr's	Init Case, Bid Other + or Yield Days Palco Price - Price - Gris	Last Case. Sad Difer or York Chap Price Price Price - Set	Left Com. Bid Only or Yield Comp. Pilot Price Pilot Scs.	hat Case. 284 Offer to Table Carpy Price Price in Sec. Sec. Sec. Sec. Sec. Sec. Sec. Sec.	Light Come Said Sfort of Today Compt Prince Prince Vote : Bry SK. Easterchild Famil Majorst - Chefts.
UNIT TRUSTS	1554 James Place London SW14 18W 071-4938111 Fin Progression Inc		civilie Gressest, Edioborob. 031 2203946 6	10 Feacharth Street Louison EC3 Description 1071-623-8000 M Instance Frest 5-1, 495 5-60 55 52 771 (-2, 16, 75 6) Latta Resoure 5-1, 497 55 60 55 52 771 (-2, 16, 75 6) Account Units 1 5-10 159 43 58 43 67 10-10 11 16, 75 60	0 Sex 410, Dester X C179 965	West Rills St. Stammer G2 2797 0047 5097-973 Average G488 64 0014 73-65 (41):55 Uit stammer flavory 5484 64 0014 73-65 (41):55 Uit stammer flavory 5484 64 04 64 04 04 64 65 37 51 14 64 64 64 65 57 51 14 64 64 64 64 64 64 64 64 64 64 64 64 64	MF FIACE STATES AND AND STATES AND AND AND AND AND AND AND AND AND AND
High Income	Secual Sits Inc 5 206 7 200.7 220.3 1.79 Secual Sits Acc	US	Unit Mannagers Ltd (1290)H Floor, 8 Desembler Sq. Lundon EC2M 4Y3 283 2575	Accom Seats 56 289 1 289 1 307 6 1 216 13 M PPP Income 56 9 225 9 2354 9 874 009 5 70 46 Accom Units 55 10 25 10 254 10 90 5 96 5 70	antipol Tot	FO Markett Dait Mares Ltd (1400)	to the state of th
Anian Facilit. 6 127 2 130 0 138 2 40 0 14 Asian Facilit. 6 127 2 130 0 138 2 40 0 14 Assets 8 Earnings 6 171 2 176 9st 188 1 40 512 90	5 Giltspar St. Landon ECLA 90E 0771-278-6441 PP OphthoSpacial Str. 55, 1133 3 130.3 199.31-9 1318-8 PP Dolpho Obstant Str. 55, 130.3 199.31-9 1318-8 PP Dolpho Obstant Str. 66.9 59; 156.3 156.3 167 13-113.74 Co Dolpho UK & Gen. 59; 32.21 52.21 54.446-0.382.57 Co Dolpho UK & Gen. 59; 32.21 52.21 54.446-0.382.57 Co Dolpho UK & Gen. 59; 32.21 52.21 54.446-0.382.57 Co Dolpho UK & Gen. 59; 32.21 54.4748 50.271-0.882.59 Co Dolpho UK & Gen. 59; 32.21 58.	Figure 1	9 Sec 585 54 77.12 77.12652 99 2010 00 in & Guerral . 54 371.80 371.804394.50-3690.00 East & Gen 54 291.30 191.30 204.30-4540.30	Access (Ivinia) - 51-1 (43.94 46.25 47.201 40.51).77 Exh Access (1.95 52 46.524 46.52) 46.521 46.521 46.521 46.521 46.521 46.521 47.521	of human54, [49,57] 30,000 53 \$7140 346,87 17 ph 7440	index 5 Replacing Stone, Halliam Breathway, Exercises approximated 7 227300 Design (2027) 201000 George Challey 2010 Breathway (2020) Stone Challey 2010 Breathway (2020) Stone Challey 2010 Breathway (2020) Stone Challey	1 Days 20, Patertaments PT 2017, Patertament and patertament and CT32 225400. Desiring State 2018 and patertament and CT32 225400. Desiring States 2018 and patertament and pa
Constate & Energy 6 76 05 76 05 88 11 31 40 33 92 1992 Enterprise 6 64.34 4 4 4 46.81 41 147 131 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	Income Growth6146 60 46.80 50 001-0 15[4 36 US	adian Exempt 3 40.69 49.96 31.50 0.19 2.5 Got open Exempt 3 54.64 55.41 57.13 0.22 2.9 Sml fric Exempt 3 40.69 49.95 31.44 0.31 1.4 Exempt 34.06 49.95 29.51 84-0.99 3.4	Spec Sits	Access thems 50 78.56 78.56 03.57 -6351.21 Access them 5 51 116 5 110 5 117 6 17 6 44 Access them 5 51 116 5 110 5 117 6 17 6 44 Access them 5 51 190.5 140 5 149 5 7 6 9 44 Access them 5 51 190.5 140 5 149 5 7 6 9 44 Access them 5 51 128 27 58 27 58 27 11 4 128 -600 27 5 Access them 5 52 1 4 28 5 7 7 9 28 7 0	gas5-(1904) And a current American Unit Trust Minningers Ltd (1200H Grant 5 Reyleigh Mc Motion; Brathwist, Cases Comparis; 1227 227300 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis; 1227 22730 Comparis;	COMP (WHAT 9 - 34 123 VI) 11-22 PAR 12-12 PAR	Life ind Section Sec. 44 72 46 75 45 45 44 45 47 38 56 45 16 16 16 16 16 16 16 16 16 16 16 16 16
Mastertrusi. 0 69 96 98 46 94 64 73 2 27 UK Growth Acc. 0 150 0 150 0 170 2 27 UK Growth Olic. 0 150 0 150 0 170 0 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Do (Account) 6) 25 60 63.84 68.28 69 21.43.5 mm Higher Yield 6) 22 52 23 52 53 78 19 695 44 9 Ear Do (Acchan) 6) 40 74 40 74 47.57 4007 4 49 American Gal lec 6) 29 45 72 43 53 50 460 1.51 1 W Europea Geneth 6) 25 34 23 32 10 461 1.51 1 W Europea Geneth 6) 25 34 25 37 11 600 1.55 Con Do (Account) 6) 25 48 25 48 28 71 14 600 1.55 Con	nsistent Unit Tet Mapt Co Ltd (1200)F Low Nite Hart Yd, London Bridge, SEL 18X 97, 407 5966 Sisten UT	Let Commett SL (93 IA 33 28 95 50 60 72 77 72	Account United - 59 30.1 2 30.5 2 30.6 4 (1.305) 77 48 41 fill fill fill fill fill fill fill fil	Invitower Management Co Ltd (1280)F U 1 Sex 249 Beckmann, Kast 878 4WA 001-6533111 F Come 1338 9 338 9 30.4 5.17 G	2000 (lakis) . 54 (lif 30 (27 30 (13 56) 4.00 22 44 44 44 45 45 45 45 45 45 45 45 45 45	prof Lunders Unit Tot Stages List (1000)
Aberforth Unit Trust Managers Ltd (1600)F 16 Chester St. Edinburgh EH3 7RA 03,1 220 0733 UK Smail Cos. 0855 00 955 00 1027 001-5.01	(Do Accent)612430 2458 26291-0001 - Ete Brawn Shipley & Co Ltd (1000)F Co 9-17 Personant Rd Harwards Htt. 0444 412262/3/4/5 P0	BD Cornhill Lundon ECRY 38.3 97.283 9994 for the stay 15 91655 9 665 9 665 9 667 9 667 for the stay 15 91655 9 665 9 667 9 667 9 667 for the stay 15 91645 7 1445 74147 3 4 4 5 9 67 for the stay 15 91645 7 1445 74147 3 4 4 5 9 67 for the stay 15 91645 9 67 9167 9 67 for the stay 15 91645 9 67 916 916 916 916 916 for the stay 16 916 916 916 916 916 916 916 916 916	7 regis - 011244 11244121214 465 1124 teled include 7 54 18240 1820 1943 7-165 347 Accused - 54 1844 1844 18721 649347 Accused - 55 1944 97.10 10413 4-641 33 de 7 regis - 16000 - 51 184 1872 104 1874 1641 33 de 16000 - 54 162 112 20 54 182 104 104 155 de 16000 - 54 162 112 20 54 182 104 104 105 de 16000 - 54 1874 112 112 112 114 105 de 16000 - 54 1874 112 112 112 114 105 de 16000 - 54 1874 112 112 112 114 105 de 16000 - 54 1874 112 112 112 112 114 105 de 16000 - 54 1874 112 112 112 112 114 105 de 16000 - 54 1874 112 112 112 112 112 114 105 de 16000 - 54 1874 112 112 112 112 112 112 112 112 112 11	Access 100133 37 222-2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	edical Investments Ltd (1.100)F White Laties Rt. Bittel BSB 105 2272 22793 (A. active from 1	COMP (Select 54, 54 52 34.78 17 51 4210.42 17 p Smaller Car 54, 574 40 379 10 404 30 -500 0.00 m & Makanima 51, 102.40 184 40 112.30 4 28 0 00	inclinated 514 into 115 on 127 1-446 of cital 505 into 1505 into
10 Ouers Terrace, Aberdem ABP 10.1 Ans loc & Geweth 34, 28, 65 28 655 20, 64 6 72 (2.6), Children ABP 10.2 Ans loc & Geweth 34, 28, 65 28 655 20, 64 6 72 (2.6), Children ABP 10.2 European Sharine, 34, 75, 16 7	European Act 6 20 85 20.85 22.44 0.18 - Pro	restitional for 6 90,11 00 15 53,591-1071.30 incomparational for 10 6214 5373 522,591-1071.30 incomparational for 10 6214 5373 522,591-1071.30 incomparational for 6 224 523 523 523 524 524 51 51 51 51 51 51 51 51 51 51 51 51 51	heritaris	113 Denttes St. Edishorth EH3 5TB	ECOMO (No. 12) - 5 JAL 7 141, 3 m 151, 2 3 400, 94 3 m 154, 16 m 155, 16 m 15 3 m 1	Commission 1 1 20 20 20 20 20 20 20 20 20 20 20 20 20	Thursdays (7702-7-7-7-7-7-7-7-7-7-7-7-7-7-7-7-7-7-7
Empring Pacific 34, [220.0 228.6 229.9] -2.11.61 crita lacone 34, 374.5 94.3 42.70 62.15.88 Factor Drong Econs. 34, 57.10 52.10 50.04-0.14.1.4 Fact low 171 311.2 9.11.5 th 122.8 140.21.40 Fact low 171 311.2 9.11.5 th 122.8 140.21.40 first de Foort Nr. 51.10.8 183.0 e.195.4 40.31.40 first de Foort Nr. 54, 16.5 4.67 7.17 62 111.1 Japan 54, 16.1.4 16.1.4 171.2-1.0 6.00 Pacific 54, 37.0 3.4704 37.22 1-07 16.32	Night seques	nem Unit Tet Services Ltd (12001)t m House, Weden 61(21 LXW 081371503) Eart orken 6126 6 128.6 137.5 3 10.48 Eart adian Greit 62 19 27 19 23.87 611,124 to 19 7 22.56 25 56 25,19 611,124 to	Sal Opp. S4 S5 S5 S5 S6 S7 S7 S7 S7 S7 S7 S7	## Amer Equity - 5 27-40 27-23 150 D.W. ST JK Equity 5 166.03 67 72 172.04 - 0214.65 ## C.A. R - Compound Armyal Rate ### A. C. Unit Tst. Manual Link (0905)F	sh •	ational Provident Lov Mars tol (1400) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147) C. Generalment S. ECP 304 (147-147-147-147-147) C. Generalment S. ECP 304 (147-147-147-147-147-147-147-147-147-147-	ony total
Property Share 34, 53,90, 56,90, 70,94,10,5214,75 Smaller Companies . 54, 37,56, 37,56, 40,00,-0,012,40 UN Growth 34, 33,63, 35, 63,436,30,+0,1/13,85	Income Growth 1 1925 1925 197.0 5.96 Dir	i Income	neter	Proceeds Hist. S. Appell St. ECAL 2018 071-586, 2000 Concesses 1 3-505 2 514 1 5-55 50 1 7.74 Section 1 3-505 2 514 1 5-55 50 1 7.74 Section 1 3-505 2 514 5 5-50 1 7.74 Section 1 3-505 2 515 515 515 515 515 515 515 515 515	Count United 5 131.2 13.7 25 26 40 27 48 40 20 20 20 20 20 20 20 20 20 20 20 20 20	O'man Dist	ph Return 52 23 0 12 0 22 22 22 23 24 25 25 25 25 25 25 25
Agums Fund Managers Lbd (1,000)F 5 Rayleigh Rd, Hotton, Essex KK Equity Incomer. 6 64 64 67 61 65 64 88 46 48 55 50 UK Equity Growth 6 7 54 49 55 49 57,05 68 275 10	13 St Botolph Street, London &C3A 7JJ 071-247 4542 Eart Fellowskin 1g 9 . 51, 52 96 51.89 57.33 12.19 Jan Karone Liebtu 9 . 51, 57.11 96.11 61.82 21.9 Jan Karone Liebtu 9 . 51, 57.11 96.11 61.82 21.9 Jan	pemSend Co	Janty — 00-90 150 (1615) (79-01) 17 (1615) (79-0	American Rec. Barramond. Glowcester GLA 7RZ Createrins 0452 371500 Desiling 0452 3772623 Geo- Fronth Treat	tram United51157.5 157.5 148.0 143.005.20	Perfor Final Mingrs Ltd. (1200)F Landon Bridge, SCI. (07)-407-4065 Septem become	Technology 50 97 A3 97 A3 100 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Fixed Interest 6 5 53.86 53 91 57.35 -0 01 9 50	Uccine United 9	retrinend Fund Manet Ltd (1900)F Safe Hart Yd, Loades Bridge SEI 18X 077-407-5946 Aus Portfolio Re 5 38 93 38 934 42 34 6 46 4.23 Portfolio Acc 5 18 93 28 934 42 34 6 44 4.23 Portfolio Acc 5 18 93 78 83 82 84 85 82 84 84 82 84 84 84 84 84 84 84 84 84 84 84 84 84	record Personal Purples Panch * aged Equity	Agranged	mon links)	provicts Uminus Test Manageus (1200)41 Box 124, 51,59 Ross Lase, Korwick 0603 682224 51s ester Trust	Service 55 of 12 v) 12 design of the service 55 183.7 183.74 120.84 184.84 threefer Unit Treets List (1400)
	CCF Foster Braithwalfs UT Mongt (1.200)F 25, 1 White Hart Yard, London SCI JNX 077,-407,5966 5rd CCF selling in the 13th 49f 65 56 36 33 33-44 447.80 Embedding from 15th 49f 65 56 36 55 64 49f 65 68 68 69 50 56 48 68 68 68 68 68 68 68 68 68 68 68 68 68	Ravelston Terrace Edinbergh 031-315 2500 UK I	100 - 100 -	ir in 6 44 6 45 6 45 6 5 6 6 6 6 6 6 6 6 6 6	er Sin Con Equity 2 48.61 50.234 51.62 0.47(8:00) UNIX and Unix 2 49.00 50 734 52.04 0.46(0.00) Interest Unix 2 49.00 50 734 52.04 0.46(0.00) Interest Unix 2 49.00 50 Feb.	Motor Profession F. 6102.49 100 25 109 894 45311.18 An myrational	Carter Lane, Lowine ECEV 445, white Olg. 072-400 acres to their Olg. 072-404, 0033 that Female 75, has 50 125 9047, mm; come banks V 5 % 375 00 175 50 187 5 % 375 00 175 50 187 5 % 375 177 00 175 50 187 5 % 375 70 175 50 175 50 177 5 % 375 70 175 70
From Farmer 1 37 (1) 2.03 (2)	CCL Unit Trusts Ltd (1400)F	rksts 5 81.68 81.68 86.70 -3.26 - 22.5 tal 54114.1 117.64 125.0 +0.4 2.40 Print	offett St. Lamina SW1Y 4HS 071-930 7533	June 1 & General (U.T. Nigra) Ltd (1200)F Afficials 5 Rayleigh Brad, Hatton, Brentwood Essa. Control 6277 20700 Boaling 0277 20	7 folglerarrioge, Lundon SV7 1858 073-581 3020 intricted Cop 9 123.2 123.2 131.0 - 3.2 - 1.3 series 6 General 5 12.285 82.45 80 13 +0.3 4.76 72 series 6 General 5 12.285 82.45 80 13 +0.3 4.76 72 series 6 General 5 12.2 110.2 117.2 - 1.1.53 50 General 5 13.5 35 95 27.7 +0.012.2 5 60 General 5 13.5 95 95 97.7 +0.012.2 5 60 General 5 13.5 95 95 95 75 +0.012.2 5 60 General 5 13.5 95 95 4.22 87 88] -0.44 22.7 6 General 5 13.5 95 4.22 87 88] -0.44 22.7 6 General 5 13.5 95 95 4.22 87 88] -0.44 22.7 6 General 5 13.5 95 95 4.22 87 88] -0.44 22.7 6 General 5 13.5 95 95 95 95 95 95 95 95 95 95 95 95 95	77.50 79.50 40.61 45.90 50. 00.62 45.90 50. 00. 00. 00. 00. 00. 00. 00. 00. 00	Sergina
British Growth 9 5 t. 51.44 51 44 54 00 -0.22 4.00 fedheal Radhes 4 34 66 72 66 73 70 90 -0.812 12 25 Austral Value 4 34 45 70 43 70 48 55 10.26 12 5	CORD Unit Tst Managers pic CI2003H Cottors Cr. Options Law, Life SEI 201. 071 234 6000 Growth FAAct Life SEI 201. 071 234 6000 Growth FAAct Life SEI 201. 071 234 6000 Growth FAAct Life SEI 201. 071 234 6000 Growth FAAct Life SEI 201. 071 234 6000 High CIS Unit Managers Ltd (1000)F PO Box 105, Manthestyr M60 04H 061 337 5060	N° und	pportunities	Hobal Growth	etropolitan Gell Trust Mages Ltd (1960)F Polytres Law (1960)F Polytres Law (1974/51) August Mages Ltd	nety	The Middle 54 ST 54 SO 54 M 34 M 34 M 34 M 34 M 34 M 34 M 34 M
Income 4	PS America S SIAO DO 40 DO 77 40 L1 87kt 31 Batt	Re Star Unit Magrs 11d (1000)F CAN Road Cheltenhon 6153710 0242577555 GAM	Min Autor Act 58/92 14 193.26 205.61 -5:06/3.86 M Par East Inc 51/85 54 183.84 195.58 3.93 E Far East Act 51/87, 76 187.76 197.74 3.95 J	retrient Equity 6 (20.45 10.05 185 20 44 (0.56 50 185 20 44 (0.56	Income	gone	Emiliary (Letter) 5 - 32 22 23 33 32 56 66 4 26 12 37 32 66 5 4 26 12 37 32 66 6 4 26 12 37 32 66 6 4 26 12 37 32 66 6 4 26 12 37 32 66 6 4 26 12 37 32 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
AEGON Uoit Trusts Ltd (1400)F 13 Fountain St. Manchester M2 2AF 061 236-5485 British Growth 55 557.32 57.92 61.51 40.3752.81 British Income 55 62.25 63.274 67.31 40.215 69 AEting Unit Trusts Ltd (1600)F	High St., Ponters Bar, Herts, EN6 5BA 0707 51122 Min. Can Ger Dist b) 148.2 151.0 160.0 +0.7 2.89 Enter Do Gen Accord b) 261.2 256.2 252.2 +1 3 2.89 UK i	High Inches 6 107.5 109.78 116.7 +0.5 5.96 High Inches 6 115.3 117.94 125.4 +0.5 5.96 Gay	ett (John) Unit Mgarrt Ltd (1000)F kletor House, 4 Battle Bridge Lam, Loudor SEL 378 7979 - Busiling 071-407 7880 Dogstrief Sec. 5td 72-45 77 47 41 1825 55	9 Bor 63, Chattern, Kest ME4 978 Desling 0634 B14313 Category 5 B544 20 244 20 278 2014 393 76 (40 00 00 00 00 00 00 00 00 00 00 00 00 0	Rich 19	mother Administration Ltd (1630)F US -19 Sandhald St. Landon WCLR 4PZ. 1977-430 1956 Webroke Access 5 (05.80 187.53 92.75 1.372.43 Use strong World Acc., 6141.01 42.07 44.994-256 - 1 details World Acc., 6141.01 42.07 44.994-256 - 1 Bert Street, Heatley on Thomas 9491-578.068 UA	Sortie Con V
Deating 0277 640380 Advice 071-937 6494 European Growth 3 1479 6 1474 5 1805 1-8000 00 6 Evernet University 1 1474 4 127, 4 446, 5 1-3 405, 5 9 (Account Heat 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Gin & Fari Jul	Spec. Sits Age	Historica 3 - 24 - 25 - 25 - 25 - 25 - 25 - 25 - 25	ctra lecome 521.20 273 22.70 250 - 276 351 Gas ctra lecome 521.20 273.20 273 36 276 37 Gas eman Growth 5 85.77 89.37 913 471 67 47 0 (Accom) 5 95.77 91.77 95.29 411 0 47 0 (Accom) 5 95.77 91.77 95.29 411 0 47 0 (Accom) 5 95.97 91.77 95.29 411 0 47 0 (Accom) 5 95.97 91.77 95.29 411 0 47	convilenti	restriction 6-may 5-5, 1856, 92 238-92 375, 325 - 0.86.1, 3-9 cms;	re Senitr Con V 72 2.7 71 22.5 6 22.2 400 35 cmm libritory 5 72 70 22 00 22 400 35 cmm libritory 5 72 70 62 72 00 22 400 35 6 6 8 5 5 1 0710 34 5 23 6 4 6 cmm flohibly 6 5 91.6 17 5 72 10 5 6 4 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
Occam Units)	For East 4	turance Fund Management Ltd (0905)F Jamington Godon, London SW7 4JU 071-373,7261 Gran	mritle Unit Tst Magant Ltd (0659)F	ne McCarned	Jan Graeck	penger Corm, 54, 1238.06; 1538.64; 1505.533-1,7031.01; 079 Penger & Int. 4., 54, 164, 171; 63, 172, 173, 173, 173, 173, 173, 173, 173, 173	Table 7 - 119 20 120
Rto Amer Gerth 5 150.2 150.2 158.6 0.2011.60 Ukezam Dettal 5 184.2 184.6 -0.2011.60 Preference	SCHOOL & DISO'LD NO ID SH'T-A-A-OFT'TO LA	Extern	### Text Magrs (1,000)F mobiel Pl, Southamoton 509 LNY 6703 21,2080 P. peus Gerth	Accomp	aller Cos	Igrical Unit Trust Magent Ltd (0890)F Pilgrim Street, Mewcastle good Type ME1 680 Sc	Sente Cris 4
Occum United 5 282, 1 277, 6 315, 3 4-844 13 5 5 5 5 5 5 5 7 5 7 5 7 5 7 5 7 5 7 5	Far East & Gen 5 49 91 49 91 53 10 455 - East	f lay Tes	Front R. Limited (1000)F cont	fortdefide Gurth 3 220.50 220.50 232 201-2.3011.36 Gift			Section 1 5180 3 180.3 180.0 184.00 at the Acres Section 184.00 at the Acres Section 185.0 at the Acres Section 185.0 at the Acres Section 185.0 at
income Businer Sc. 35, 48, 96, 50, 55, 53, 24, 102, 25, 64, 102, 102, 102, 102, 102, 102, 102, 102	Accomp & Gowith . 5 (21.50 53/C/0 544 vel +1.00 5.21 64 64 64 64 64 64 64 64 64 64 64 64 64	hererica	ed Equity	merican 6 40 45 40,78 43 76 -645 1.4 Mor 6 63 79 63 144 67 75 40.35 4.0 MM comm 6 30 61 51 52 56 De 034 6 7 Bett	USA 6 64.86 65.71 69 98 10 4413.09 37 open Grundh . 6 70.56 59 62 63 43 40 55 1.20 No. 6 Fixed Mc 6 56.93 56.93 60 59 40 15 9.62	eminum Life Unit Tst Mogrs Ltd (1400)F Uniterproduct Rt Happanis Heats 0444 45721 Happanis Heats 0444 45721 Happanis Heats 10444 45721 Happanis Happanis Ltd (1600)F 1044 4572 Happanis Unit Treat Magnet Ltd (1600)F 1044 1444 1444 1444 1444 1444 1444 144	open (Spr 6)59-56 (60 20 44 43-49-14): 13 Smiller (Dr. 16) 46 (22 44 43 44 43-49-44): 34 deam hymne, 24 hoo in 100 as 102 43 1-404 11, 34 marge (P 6)50 57 (97 33 43 14)-14 100 11, 34 marge (P 6)50 57 (97 33 43 14)-14 100 12, 34 Prainte, 6)40 40 41 33 as 23-41 14 10 10 etten (P 6)59 22 59 15 43 40 14 15 10 04 official Emathable Fel More Lin (1000)#
0793 \$14514 Dealing 0793 610366 [Relanced Trusts Growth & locome _ 5 185 Q 185 Qu 197 Q -110[3 94	Access (1915) 2187-98-10/200 1.La Wil (1805 78 Birth 1875) 2187-98-10/200 1.La Will (1805 78 Birth 1875) 2187-98-10/200 1.La Wil (1805 78 Birth 1875) 2187-98-10/200 1.L	Frontish Act	Find	hree Quays, Toney OHI, EC39 680. No. st Services 071-626-6589. Unit Deallog D245-26-2666 ner 6 General 589-22, 269-3, 284, 7-6-111-50. Lecture Units 537-54, 359-7, 348-6, 7-7, 41-50. ner flectnery 526-69, 265-58, 250-68, 44-00.78. Emilian Constitution 526-58, 350-68,	10 American	olific Unit Tet Mingrs Ltd (1100)F het ibrook Hoe, 23 Walbrook, EC4M SLD 0800 252443 UK	St. Andrews Sa. Emblands leasons
High income 5, 1754, 9, 354, 8, 379, 942, 905, 19 g. Emitty income 1, 198, 9, 199, 920, 19 g. Emitty income 1, 198, 94, 94, 94, 94, 94, 94, 94, 94, 94, 94	Fair East Sp. 575. 34, 67 50, 47 69, 72.39, 63 11.29, 11.29, 60 10 40 60 64 Ectors 1.34, 59.37, 59.37, 62.50, 60 70 4, 69 60 60 60 60 60 60 60 60 60 60 60 60 60	Income	6 9	etralisam 5 (93.66 96 90 104 5140 812.70 Mac comm libits) 5 (12.69 115.0) 12.25 (40.92 70 Mac spital comm libits) 5 (20.5 50.3 50.0 11-0 14 50 Mar comm libits) 5 (20.5 50.0 5.95 5-0.6 14 50 Mar comm libits) 5 (20.5 50.0 5.95 5-0.6 14 50 Mar comm libits) 1 (20.5 2.5 Mar 14 2.2 6.97 MBD	an terneth	0 Gorth & Inc	es 5575 50 57 30 33.00.40750 20 monthly 5 57 50 57 30 53.00.40750 20 monthly 5 57 50 50 50 50 50 50 50 50 50 50 50 50 50
International 51 108 2 108 2 115 1 1-0.0 to 39 2 109 2 115 1 1-0.0 to 39 2 109 2 115 1 1-0.0 to 39 2 109 2 115 1 1-0.0 to 39 2 109 2		nily Investment Magnet Ltd (1000)F right it, Tisborie St, Briston 19 America		come United 3532 W 352 V 352 B 40.4 R 34 UK. magazini Grayith 5522 M 50.2 4 code; 9 -0.4 R 34 UK. magazini Grayith 5522 M 50.2 4 code; 9 -0.4 R 34 UK. magazini Grayith 5522 M 50.2 4 code; 9 -0.4 R 34 UK. magazini Grayith 3522 M 50.2 1 UK. scart Links! 3522 M 50.2 1 UK. scart Links! 3522 M 50.2 374 T 60 40.0 UK. scart Links! 3522 M 50.2 374 T 60 40.0 UK. scart Links! 3522 M 50.2 574 T 60 40.0 UK.	Desting . 0000 011/73 Setsialist Trends Singer 151 51s 51.45 51.45 51.45 54 66 40 615.45 Charles Helve Cast 7-1, 51s 20.75 20.75 20.75 20.96 409.12.15 Per Hiller Cast 7-1, 51s 20.75 20.75 20.96 409.12.5 Per Hiller Cast 7-1, 51s 20.21 20.22 27.96 410.16.12.5 Per Hiller Cast 7-1, 51s 20.21 26.27 27.96 410.16.10.10.10.10.10.10.10.10.10.10.10.10.10.	Tem United 147.4 47.4 156.8 2.52 57 780 156.8 156.8 157.5 780 156.8 156.8 157.5 780 156.8 156.	Emirary
Smaller Cos 5 125 4 125.4 125.6 4.0013.09 E Rezovery 5 100 6 115.6 14.0013.09 E Met Min & Cdu 5 115.9 115.9 125.4 4.0013.09 E Met Min & Cdu 5 115.9 115.9 125.4 4.0012.75 J Technology 5 117.7 117.7 127.5 1-7.0013.1 UK Special Shis 5 315.1 315.1 335.5 1-1.00.13	Martin Cort 6129 39: 29 39 31 4344 06 1 73 130,	Toubridge Rd, Toubridge TH11 902 Free: Pristate Cleast 9000 414161 Broker Desilens 18000 414161 Broker Desilens 18000 414161 Section 1900 Section 19	ma Growth 6 db 66 db.64 77.31 (41.81.35 db.65 mag from the first of 48.31 db.31 sb.67 db.31.35 db.67 mag from the first of 48.31 db.31 sb.67 db.77 f.73 db.67 mag from the first of 18.27 f.06 f.75 f.14.1 db.57.73 db.67 mag from the first of 18.27 f.06 f.75 f.14.1 db.57.73 db.67 mag from the first of 18.27 f.27 f.75 f.06 f.27 f.07 db.67 mag from the first of 49.27 db.57 db.77 f.07 f.07 f.07 mag from the first of 49.27 db.57 db.77 f.07 f.07 f.07 mag from the first of 49.27 db.57 db.77 f.07 f.07 f.07 f.07 f.07 f.07 f.07 f	uropem Dividend5.483.4 48,76 51.50 -0.215.30 According to the count Units	Prair Equities . 5% 68.60 63.20 67.78 40.03 4.29 15	Separity Unit Trust Mount Ltd (1206)H Scientific Re. Makistone NEL4 DC. 0622 674751 19: 0622 674751 6642 674751 6642 674751 6642 67451 6742 67451 6745	artiish Life Jurestavents (1.200)H 21 Andrew Sq. Edinburgh (2002) 2001-225-2211 Ecology (Jackson F) 279 (2002) 2007-71-6 (6) 77 Ecology (Jackson F) 279 (6) 270 (7) 77-52-42-79 Edinburgh (7) 279 (6) 243 (6) 246 (7
Arburthant Unit Tst Mgmt Life (1000)F 31-45 Gresham St, Lonico E(27/708 67)-600,331 Arbuthant Gurbler 3 [100.3 108.7 115.7] 11.40 00 Account 5 23.57 157.2 157.2 1 1.40 Arburbant Girbler 3 [41.31 43.74] 42.79 Arkwright Management (1.400)F 1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	Helect European	Ears Organ 54, 35.53 35.53e; 37.881-0.170.00 Translation from the 54, 35.53 35.53e; 37.881-0.170.00 Do &c. 25.53e; 37.881-0.170.00 Do &c. 25.53e; 37.881-0.170.00 Do &c. 25.53e; 37.541-0.000.00 Do &c. 25.53e; 37.551-0.000.00 Do &c. 25.53e	Second 2 1444 1444 1565 13485	coset Units) 5878.71. 043 9 733 7 - 0.72.20 Cast strend 1620-13 546.55 64.66 04.93 4.96 Extr man Beld 1620 3 5513 22 133 3 119, 94 01 14 96 Gitt it income 552.67 65.06 59.640 - 0.87.93 becomes, 0.683 552.83 121, 90 127.00 - 0.19 93 Prit strength 1620 552.83 121, 90 127.00 - 0.19 93 Prit old in 554 11 32 23 95.20 40 52.49 Prit, coset Units) 555 13 20 25 25 27 20 40 52.49 See strength 1620 552.20 25 25 25 25 25 25 25 25 25 25 25 25 25	hobe *4	Solution Con F U 19.55 20.13 21.44 10.62 77 10.9 Fluid interest F 54 22.92 23.42 24.92 40.04 77 0 K bad PEP F 6 28.55 27 1.7 at 31 03 41.012 243 Do /	Atticle Motern Inv Mages List (100018) St Viscous S. Glaspow 62 5th 01-248 5100 Eastly inc 5-1 [24 4 25:2 20.7 1-11] 103 Room 5-1 [24 7 25:1 7 25] 24:10] 103 mitroz feior 5-1 [17 8 172 9 184 0] 6375 Room 65 25 1 26 2 1 26 0 1 6375 Room 65 2 5 1 26 2 1 26 0 1 6375
	N Excore	to & Inc	nc 600, Edinbergh Edilis 158 0800 4338068 A Manuspin . 15-127, 65 38 24 2494-0.113.13 in Manuspin . 54 27, 65 28, 44 3015-0.113.13 in Manuspin . 54 27, 65 28, 44 3015-0.113.13 in Manuspin . 54 27, 65 28, 44 3015-0.113.13 in	U Growth (20-11 - 15) 50 96 31 20 94 30 1-04 1 31 60 60 60 60 60 1 1 1 1 1 1 1 1 1 1 1 1	6	wisionace Capital Fet Migras Ltd (1,000)F Dix artiley Way, Heek, Hants NG27 (PA 0,256 798885 September 12, 123, 124, 127, 149, 117, 178, 127, 149, 117, 178, 127, 149, 117, 178, 189, 189, 189, 189, 189, 189, 189, 18	General Jac 5.4, 561.17 507 666 564.00 p. p. 65 77 1000 1000 100 p. 65 77 1000 1000 100 p. 65 77 1000 1000 100 p. 65 77 1000 1000 1000 1000 1000 1000 1000
B & C E Unit Trust Mogant List (1990)H E Manor Royal, Crawley RM 10 20P (293 2091) 40 P 8 & C t - Other School 1985 97 64-71 64 9014111 40 P RSS-Theorythill Light Trust Mogs List (1200)E	Jamone Particlio 357,45 59,27, 33,42,4 162,00 micro rectain Particle 2 57,13 247,6 79,27, 33,42,4 162,00 micro rectain Particle 2 51,19 4 61,25 64,24 9,300,00 Flat is common Particle 2 51,19 4 61,25 64,24 9,300,00 Flat is common Particle 2 57,7 57,33 63,69 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,33 63,50 4 61,34 5 America Particle 2 57,7 57,7 57,7 57,7 57,7 57,7 57,7 57	His Select Personal Products Portfolios team	A. S. Rayleigh Rd. Heston, Brechand Enter- hen (27) 227-160390 (August 1997) 160390 (August 1998) 171-160390 (August 1998	Iddaed #220-17 5 4 3, 74 44 10s 47 257 5,465	zam Jerish 5-1, 75-42 75-42 80 13-1.59 — OK poli Perf 5-1, 696.22 88.62 94.63-0.281 3-5 0	Fruity Ace SL 192 27 92 27 00 15 un mit up 1000	mm Pro-lac 54. 55.10 SR ESC 52 Signature And Access 54. 55.10 SR ESC 52 Signature And Access 54. 55.10 SR ESC 52 Signature And Access 54. 52.50 SR ESC 52 Signature And Access 54. 52.50 SR ESC 52 Signature And Access 54. 55.50 SR ESC 52 Signature And Access 54. 55.50 SR ESC 52 Signature And Access 54. 55.50 SR ESC 52 Signature And Access 54. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55. 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.50 Signature And Access 55.5
Equital 556 2 5482 5683	992 Emp Sprc Spr. 154 00 56 00 56 04 76 12 11 54 Globardon Renational Dec. 25 63.68 50.25 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62 62	Constraint 34 13 74 5.21 101.4 0.290.00 Error		CONT (1918) - 5 (8) 03 97.39 94.49 (-2746) 4 (27	Growth	Mr Bond let 55 51.00 51.65 54.71 0297.63 84 ring Ada Acc 35 88.54 88.54 95.65 -0.50 36 Will ring Ada Acc 35 88.54 88.54 95.65 -0.50 36 De A	Section 5 1 15 25 5 5 200 5 7,75 1 200 07 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
BG Cowe & Gast . 2 43 44 43,444 45,45 40,71 [11 80 0] BE Energy V . 3 135,4 313,5 4 345,5 3 21,47 0] BE Energy V . 3 135,4 135,5 4 25,5 3 21,47 0,20 44 1 C BE Research Court . 3 145,5 1 145,1 175,7 40,20 44 1 C BE V acric . 5 25,45 25,5 4 25,5 1 2,	City Financial Unit Treat Mages Ltd (1209)F White Hart Yard, London Bridge, SC1 071-407 5966 S15 Steedman Review - BCB Financial Sectorum Ind	25 No. 11.1.0 11.4.3 121.81-9320.00 South APR - No. Income referenced Bing Private Famil Hingt Ltd (1208)F on Screet, London p22 N32P 102 1030 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1752 1864 17.57 No. 1050 0 1752 1752 1752 1752 1752 1752 1752 1752	incretis 5104.2 104.2 110.6 -0.010.5 (Apr. 104.2 104.2 104.2 (Apr. 104.2 104.2 (Apr. 104.2	ccusa Onital F 5 409.0. 414 1 440.5 45.5 4.65 Mels (Growth F 5 305.5 307.7 at 327.3 4.1.9 1.66 Mels Communical F 5 359.2 364.2 307.4 4.23 at 46.5 mels Exercise Gath & F 5 50.72 50.82 at 54.0 kt (1.22 1.5) Exercise Communication (1.22 1.5) Exercise Communic	Marie Mari		httish Provident Inv Bigt 1.55 (2000) Ambres Se, Edinburgh EV2 (74 US) 2525277 To Growth Ace — 5 22.72 US 22.66-2124 G Try Counts Inc. — 5 11.74 11.05 US 25.05 16.07 A 5 Growth Ace — 5 22.71 25.77 25.70 17.71 3 Growth Inc — 5 22.71 25.77 25.70 17.71 3 Growth Ace — 5 22.71 25.71 25.71 3 11.15 S
Sank of Ireland Fund Mgrs Lbt (1000)F 3- Queen St. London, EC4R-18N 071-236-4210 F- Brit & O subs 51176-8 175-8 47-81-080/2-17 income Plan 5187-04 02-04 92-11 13 10 B	The Fernical Assets 4	Esperiment (1.200)F Bar 2001 Berthald (1.200)F Bar 2001 Berthand Ester CM13 1247 Familiar 277 27300 Coming 2007 28,0010 Familiar 277 27300 Coming 2007 28,0010 Familiar 278 1278 Familiar 278 12	Microbinest	with American F 1845.13 & 5.7 of 1-9.77 1.01 reposed Growth 6 F 1845.53 & 47.7 at 5.100 of 441.34 May 1847.65 (1945.59 to 1947.65 to 194	rgan Gresfell Unit Tst Mgrs Ltd (1009)H Intil Festery Gress, Ladas SC2W 10T	PRINCIPLE WHEN BY THE TST MEETS LED (19905) H PO S	mu Landers Arc. 12 2 50 52 55 2 50 6 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Exempt Equity Gwith 5561 61 62 04 00 654-0240 00 C	## Company Com	epton May 14. 24, 663 2, 663 2, 690 4 -4.0 (0.63 High I s Income 5 67.99 67.00 72.37 -0.13 (3.87 Extra mounts for 12 346.3 346.3 343.8 -26.200 Small	DECEMBE 54, 274, 76 262 764282 19140.74 5.86 Income 54, 237.65 237.65 253.01-1,7216 85 M	alden Usit Trust Managers Ltd (1400)F	he hadre Ac. 5 136.7 136.7 149.0 -1.1 (3.0) Pro	mm Acc Cdt 3 19.20 29.20 61.71 1.7 0.55 High Enropas Cit 5 17.27 57.72 60.27 0.31 1.76 Enropas Git 5 17.26 77.24 61.77 32 111 Enropas Cit 5 17.26 77.24 61.77 32 111 Enropas Cit 5 15.01 9 50.194 53.37 4870.72 High Ref.	7 Pet AC
In Raw Tensiery Rt. 34: 48:00 45:23 48:11-14-07 13-4 50 46:24 50 46:25 48:11-14-07 13-4 50 46:24 50 46	The state of the s	Inlington Unit Mingt List (1200)F Inlington Unit Mingt List (1200)F Inlington Unit Mingt List (1200)F Inlington Unit Mingt List (1200)F Inlington Unit Mington Unit Mington Inlinet Mington In	Section 54, 54, 63,77, 63,77, 62,39,10,274, 74, 75, 76, 76, 76, 77, 76, 77, 76, 77, 76, 77, 77	18 Growth	No.	Intermediary Deating 0800 010567 UK	of ire. 01/0.5 1/0.5 1/0.5 1/0.5 1/0.5 1/0.5 Sec Shake: 0/0.51 37 1/0. 100.6 1/0.1 Sec Shake: 0/0.51 37 1/0. 100.6 1/0.1 Sec Shake: 0/0.51 7 1/0. 100.6 1/0.5 1/0.1 Sec Shake: 0/0.17 1/0.2 Sec Shake: 0/0.17 1/0.2 Sec Shake: 0/0.17 1/0.1 Sec Shake: 0/0.17 1/0.1 Sec Shake: 0/0.1 Sec Shake:
Do Financial 54, 54-72 54-72 60 004-0174-68 Pb 500 54, 321-3 327-5 551-2 44-34-35 Pb 60 64-6474 55 Pb 60 64-6474 55 Pb 60 64-6474 55 Pb 60 64-62 10 65 Pb 60	Service Ref	M 19	ns lecture 34 58-41 58 41 41 42 42 42 42 42 42	Guide to pricing of Auth	ffrey Mortey Unit Mays Ltd (1280); bid didn't Par. Crysic Gib 204 93.48.400.8 bid didn't Par. Crysic Gib 204 93.48.400.8 bid diversity of the crysic Crysic Co. 25.48.48.7 24.0 bid bid didn't compared to the crysic Crysic Crysic Co. 25.48.48.7 25.3 25.3 35.48.1 40 bid bid bid bid bid bid bid bid bid bid	Strands	rry (Affrent E.) & Co (1.6061F lis 5 Rayletin Rif Harton, Brestones Euros Seating (2077 241010 Seating (2077 241010) Ref Cos Neg 25 - 5448, 24 4 15 5 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
On Jun See Str. 5-1, 5-3 8-2 5-13 9-87 -0.380 00 C On Jun See Str. 5-1, 5-3 8-2 5-13 9-87 -0.380 00 C On Letsure (c)	White Hart Yant Lordes SEI 1877 1771-407 5966 Earny of Cabrial - 16-88.81 49.76 53 22-43 26-60 GACCA Mincome - 16-88.81 49.76 53 22-43 26-60 GACCA Mincome - 16-85 67.27 50.38 40.75 52 Earny of Campus Cabridge Services - 16-85 67.27 50.38 40.75 52 Earny of Cabridge Services - 16-85 67.27 50.38 10.75 67.27 16-85 67.27	e & Greath	R Panis F corne 2 is 183 31 183 31 191.5 (134.5.41 n Cor. 2 is 544.22 144.22 (154.2 is 154.1 - 644.2.41 pan 2 is 133.7 133.7 137.87 (46.42.15 2 is 153.7 163.7 171.25 - 135.0.00 America 2 is 164.3 184.3 184.5 1.145 - 1.342.27 Text. 2 186.6 2 62 75 71.2 (20.00	Compiled with the assistance of L INITIAL CHARGE carps made on soly of Hit mats Used to delay southelds and administrative	STORIC PRICENC: The letter H denotes: It be impropers will normally dual on the price	om Promiter Inc., 4142.02 42.02at 45.144-0.646.15 511.00 February 5.00 feb., 4142.02 64.640 12.234.00 12.23 12.14	ger & Friedlander UT signed Chi (1000)F ew Strat, Shhormer Lin 572 dig VT, 423 000 man 510.57 49 574 49 575 10 67 fth & Williamson Unit Pat Mass (1600)F the Home St, Leebn WIAMS. (27, 4375377
00 Thenee 51, 140 2 140 2 149 9 +0 84 17 Cl	U increase 6 6-84.11 64.11 64.20 64.285 24 Messa o Accum 60 75.22 75.22 80.02 63.55 24 Messa U Japan Guh Acc 6 25.52 75.22 80.02 63.55 24 Messa U Mentaly Inc Plas 64.41.54 42.51 45.22 40.11.06 Messa U Mentaly 10 16.41.54 42.51 45.22 40.11.06 Messa U Mentaly 10 16.41.54 42.61 42.50 40.55 40 Messa	13-0 15-0 15-0 15-0 15-0 15-0 15-0 15-0 15	Example	This change is inclined in the price of units. APPER PRICE: Also called lesses price. The price at which units are bought by threators. BID PRICE: Also called redemption police. The fam.	The balant devaluable business publications and stay No. 10 control dealing leaves because of an Revising portfolio specialistics or a section to U Reli	Innes Unit Nigers. Ltd. (1.000M stort Human, Tumbulan, Wells, Kent. 9872 510033 56- ab Life. 61374 1876 1861 1974 1976 56- stort Hiro. 61374 1876 1861 1971 186 56- stort Wells. 1874 1876 1861 1971 186 56- dr. Assert Migmit (Unit Trust) Ltd. (0905)57	Comma 3 (45 1 10 2 10 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Baring Fund Managers Lid (1200)H P0 Bor-156, Beckenham Kert 083 400 081-658 9002 De American Growth 5 62 De 52 00 65;74 44 0.5 American Solly De 5 68 42 68 42 72;71 191 0.3 De American Solly De 5 54 62 68 42 72;71 191 0.3 De American Solly De 5 68 42 68 42 72;71 191 0.3 De American Solly De 5 64 62 68 42 62;638 10 De Convertibles	0 Sinsiler Cos	The state of the s	9	CANCELLATION PRICE: The element of the collection of the collectio	IRWARD PRICING: The letter F denotes to the number of the number of the price to be set on the sit valuable. Investors can be given no periode to the set of the processor in such pulsar of the processor is set becomes \$4.5 for the price approximate to the theoremser \$4.5 for the price of the price approximate to the theoremser \$4.5 for the price of the p	View Rose, Front, Street, Bentus castle upon Tyon HZ7 777. 64.95 68.971 13.76 Sep- aged	Wilson St. 19475 97.5 107.8 217 ereign Unit Tei Moure Lie (1900)F witchers M. Barremont 20079912
Equity Income	0 Access	NOS Provident Unit Triests (1990): International Street, Salisbory, Wiss. Admin 1772 4 11622 Japan Admin 1772 4 11622 Japan Admin 1772 4 11622 Japan Admin 1772 4 11622 Japan Admin 1772 4 11623 Admin 1772	AS Growth b 111.5 116.ms 124.9 + 2.44.0 (colored by 1.00 +	reput, the bid once is often set above the consectation point. However, the bid price might be moved to the consectation price by the sexragers at any time, county in electrostances in which there is have consected or with over howers.		merica (land 602744 25744 2574 345 134 135 Clabs merica (land 602752 377 18 406 25 14 15 15 Clabs (land)	95,144,00 (7,000 m.) 11,121,125 11,110 (1,000 m.) 11,121,121 11,121 (1,000 m.) 12,121 11,121
Japan Generata 5164.1 164.1 175.7 -2.6 0.0 u Japan Sumite 5148.7 148.7 159.6 -2.8 0.0 u Perifolia	o Accum	AAM Dist _ 513127 13149 140.10 -184 1.39	y	mentager's mane is the firm of how unit treats which is obstituded in the indicated by the symbol abogue the hidwided wat treat manh. The symbols are an inflower (**P) - 0.007 to 11.09 hours; (**P) - 1107 to 1407 20,005; (**P) - 1407 to 1.05 (***)	Michigae Hendy Service. UK:	100me - 54 43 20 44 32 42 70 40 4 - 00 5	rey S. Editorys 102 222- myol Acc . 54 19-23 19-22 19-24 19-25 22 22 22 22 22 22 22 22 22 22 22 22 2
Gent Coart Fund Mingt PLC (1400)F Hit	n 6 Fragery U 87 22 87 28 22 28 40 81 3 47 FP P. in 6 Fragery U 87 22 87 28 22 28 40 81 3 47 FP P. in 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Addis Dist. 520.77 234 79.20 77 37 38 50 50 50 50 50 50 50 50 50 50 50 50 50	etain S., Manchesser M2 28F 60.1 236.5362 6 Geo	1700 Abusts (46) - 1701 to midwight. Daily dealing press are set at the hums of the vibration Company at the street of the vibration company at the party at the street party of the day stapes before 983 packets become available.	Statery Organization, dainy Pairi. Epita No. 1 Sec. Oxford Street, Landon WC1A 10H Access 1071 - 375 - 8444. 30cc 1044	State	performs 14 MIN 259 Trial 2012 For process of the control of the c
, ,	1	j	1		1		

	FINANCIAL TIMES FRIDA	Y MAY 17 1991	FT M	ANAGED FUN	DS SERVICE	Current Unit Trust prices are ava	iliable on FT Cityline. Calls charged btain your tree Unit Trust Code Bo	at 45p per minute peak oklet ring (071) 925-2126.
The state of the s	Dell Care. Std. Stiry + or Wald Daign Prices	jid Otter + av Ylabi Price Price Gree	Bid Offer + or Yield Price - Grant	Bul differ + ar Yield Price Price - Green	Bid Offer + ss Yield Price Price - Grass	Eld Offer + or Vield Price Price - Gress	Bid Offer + or Yield Price Price - Gries	Bid Offer + or Vield Price Price - Gress
	Access the base	Albury Life A may imper by L. Albury Life A may imper by L.	### 190.1 195.4 #0.2 Life Free East East East East East East East East	### Lindon ECLR SAE 071-278 4486 Sejest C. Ser print Life Funds 147-278	Try REC 881. 0737 242424 117 Feed 117 F	meth St., Landone ECSM 507 meth Styl., Landone ECSM 507 meth Styl., 144.0 meth Styl.	100 100	145.5 133.1 -0.5 -1.6
	Dil Income	Alice Brucher 2	10 10 10 10 10 10 10 10	### 1294.4 \$74.3 UII Can'ry F Property Fire Community	and 191.b 197.0 o. 1	12.5 12.5	13.1 12.96	## 1
	Narrian Pl. Andrew Anne. S. F. D. 186 D06-5 34/794 Miller S. S. Andrews D13.4 Pl. 29-7 14.4 S. S. S. S. Andrews D13.4 Pl. 29-7 14.4 S. S. S. S. S. S. S. S. S. S. S. S. S.	Far Scheenstein ST Magaint Far East Case Far East	29.4 31.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.2 36.0 - Cresical Miles 39.3 36.0 - Cresical Miles 39.4 36.0 - Cresical Miles 39.5 36.0 - Cresical Miles 39.5 36.0 - Cresical Miles 39.6 36.0 - Cresical Miles 39.7 36.0 - Cresical Miles 39.8 36.0 - Cres	### Carl Fidality Investments Peas Name ### 1307 184.5 -0.7 - Wilton St. A ### 205.5 218.5 -0.7 - Wilton St. A ### 205.5 218.5 -0.7 - Wilton St. A ### 205.5 256.5 -0.1 - For Lineary ### 205.5 256.5	Life Assurance Society (1997) 1997	red	111.2 117.1 Interest Field Control Field Field Control Field	Ca. 100 1 100 2
	10 10 10 10 10 10 10 10	sering Acom	Carlo Carl	20.9 315.7 -1.1 Operational distinct of the control	101.3 114.0 -0.0	2018 2022 40.1 Departs (F)	300.4 1-3 Attempted Bilder Sec. 277.4 10.4 Depoid	1993 146.81
	Annex Comp. Tower Road, Washington MC37 2581 Alabaned Furthers, 6 (95.33 98.16 102.91 40.7 62.94 Paper 10 Const. 13 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Const. 15 30.34 Paper 10 Paper	files See 4. 1113.1 22.1 3. 0.1 1 Meanthritism lifes, C. Procificat. 95.5 100.6 40.5 101.8 100.6 105.1 10.6 105.1 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.5 10.6 10.6 10.6 10.6 10.6 10.6 10.6 10.6	10.3 17.10 -0.2	122.0 222.4 -0.2 Find Capter the National Control of State	### 157.2 97.77 30.79	Ser A. 11.5 Society Series Se	M. B. G. Pensidents Cartainer Frunker is grant CM1 1F0 D245 785216 Cartainer Frunker is grant CM1 1F0 D245 785216 Cartainer Hong is Grant CM1 1F0 D245 785216 Cartainer Hong is Grant CM1 1F0 D245 785216 Cartainer Hong is Grant CM1 18 D245 785216 Cartainer Hong is Grant CM1 18 D245 785216 D245 785216 Cartainer Hong is Grant CM1 18 D245 785216 Cartainer Hong is Gran	17.4 124.1 +2.6
The state of the s	Compared Compared	## Carticum 107.1 11.5 1	19.00 40.00 19.0	Union Composition of the Composi	133 26.1 0.1 Use heat 3	## 1.0.3 1.0	200 200	100-1
W W W W W W W W W W W W W W W W W W W	Second S	10.59	295.0 367.4 -0.1 Perbellighas is 127.8 36.5 127.6 127.	Second Property Second Pro	### Professor Pr	The control of the co	Theb	### 1953 1953
	ore Sinces, Landon ST27 SAG Frank Are 26	1.0 1.0	111.4 117.4 60.28 Carriers Carrie	501.0 510.0 1.1 Pen Ember 191.6 501.6 1.0 Pen Ember 191.6 501.6 1.0 Pen Ember 191.6 201.6 1.0 Pen Ember 201.6 201.6 1.0 Pen Ember 201.6 201.6 1.0 Pen Ember 201.6 201.6 1.0 Pen Ember	379.1 399.1 40.3 Carty Ser's Colored C	243.8 7E2.9 44.0 Hill Linker Ser Z	1472.H 150.1	

î i



FT MANAGED FUNDS SERVICE and 34p off peak, inc VAT. To obtain your tree Unit Trust Code Booklet ring (071) 925-2128. Price TSB Treat Femals (CD)
TSL Jy Eastly Fel. 40.8
TSC Syncy Sealing Fel. 40.8
TSC Syncy Sealing Fel. 40.8
TSS Gift Fel Lyg (Ltd. 90.94
Target Johnson Hambers Fel. 122.4)
Target Johnson Hambers (L. 72.4)
Inget Gift Seal Syncy London Londo 451 40.1 2.74 451 40.1 2.74 30.19 99.57 40.10 00.77 second Cleaney) Lbd 13.17 8.55 -0.10 -10.77 -(RELAND (SID RECOGNISED) \$10.95 (RELAND GEGULATERY") Wardley Fund Magapurs (Jersey) Ltd Giobal Boots. 0kr116.44
Gishal Bonds. 184112.17
Starling Feed. 184112.17
Starling Feed. 08/195.74
Osrich Boots. 0kr110.03
Unice Financial Services SA Lux Pints Requirems to the control of th W. Devey International Desity - 5197.60 For Canners - 5 BA.63 BA.53 BY-75 - 6 By-75 Pan American - 5105.46 130.34 137.05 - 6 By-75 Pan American - 5105.46 130.34 137.05 - 6 By-75 Pan American - 5105.46 130.34 137.05 - 6 By-75 Bantlety Stare - 314.54 46.54 99.37 - 6 By-75 Bantlety Stare - 314.54 95.31 95.15 96.16 18.9 Gartmore Investment Ltd LUXEMBOURG (SIB RECOGNISSED) JERSEY REGULATEDX**) INVESCO MIN Int seal Limited (a) ISD207.50 31340 -0.2T -14.70 -11 -13 -143 SWITZERLAND (STR RECOGNISED) 50 997 0 AT24 +0.07 7.4 +3.11 interest Fé _ -2.73 ISLE OF MAN (SIB RECOGNISED) | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | PRS Height Equation 510.96
PRSF Fired Rate. 510.96
PRSF Fired Rate. 517.83
PRSF Fired Rate. 517.83
Priesson Heidring & Pierson
Tulya Par Hidgs N.V. 5206.44
Levesged Los Hidgs N.V. 5206.42
Levesged Los Hidgs N.V. 5206.42
Author Sciention. 50755.04
Author Sciention. 50755.04
De Act daily Fed N.V. 532.13
Europo Gris Fed NV. 532.213
Europo Gris Fed NV. 547.12
Papan Obversified Fed S. 547.12
Sectionament Growth. 57074 Ltd. 新華 芸術 SA (P) - OTHER OFFSHORE FUNDS Brown Shipley Fund Muset CCI Ltd | 548 +6.74 Citibank 029 Lbi "Citibank"
Danton Panis
Department 40 45 40 45 40 45 40 45 HAV USS believed in St. 07 12 12 107.679 |+0.280| 盟 010 352 4022121 Author Hungary Found List
Land Hungary Found List
Author Hungary Found List
List Hungary Found List
Linds Hard Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Found Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hard Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds Hungary Found List
Linds H Finistra International Group MV Group One Limited Fleming Group
Floridge Facilities
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63
SZD.63 | Light Start | Front Stangard Start Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | Light Start | tilink International Most Ltd of Closed Life

MONEY MARKET FUNDS

Money Market

Money Market

Bank Accounts

Trust Funds

17011230005575

LIFFE SHOOT STERLING OFT) CS00,000 paints of 100%

CURRENCIES, MONEY AND CAPITAL MARKETS

tion were slightly better than forecast, but any support for the pound was offset by politi-

cal nervousness as the market expected a bad result for the

ruling Conservative party in the Monmouth by election. Sterling lost 30 points to \$1.7450 and fell to Y240.00 from Y241.25, but rose to DM2.9600

from DM2.9550; to FFr10.0475 from FFr10.0300; and to SFr2.5125 from SFr2.5000. The

pound improved to third from fourth strongest in the ERM, and its index rose 0.3 to 92.2. The dollar lacked direction,

with most attention focused on

Europe. Stronger than forecast April US housing starts had no

impact. The US currency rose to DM1.6970 from DM1.6900; to

FOREIGN EXCHANGES

Pressure eases in the ERM

Pressure eased in the FFr5.4785. The franc was other-European exchange rate mech-anism after the Bank of Spain cut its important money mar-ket intervention rate. This led to a reduction in Madrid wholesale interbank rates and to a

declina of the peseta.

The Spanish currency remained well above its ERM partners, hut moved down from its ceiling against the lowest placed French franc. Lower Spanish rates fol-

lowed a contraction of private sector borrowing and slower money supply growth, accord-ing to the Bank of Spain. It also came after this week's data showing that inflation was unchanged at 5.9 per cent in April, but the move was helieved to be mainly the result of pressure from Spain's partners in the European Community

munity.

The weakness of the franc against the peseta has pre-vented a reduction in French interest rates. The Bank of France left rates nnchanged when adding liquidity to the Paris money market yesterday, hut the Spanish cut has increased speculation that the French authorities will soon make a similar move.

At the Paris fixing the peseta was fixed below its ceiling against the franc for the first time since Monday, easing to

r F 13.47 L	p ber 100 b	esetas mon
. E I	N NEW Y	ORK
May.16	Latest.	Previous Clase
Spot	1.7485-1.7495 0.87-0.85pm	1.7540-1.7560 0.89-0.87pm

			l	Curpe _	
E Spot 1 month 3 month 12 mont	0	85-1.7495 87-0.85pm 32-2.29pm 96-6.86pm	0 2	40-1.7550 89-0.87pa 43-2.40pa 20-7.20pa	
		JNG 1			_
8.30 9.00 10.00 11.00 Noon 1.00 2.00 3.00 4.00	200	988	N3000111	918 919 919 919 919 918 919 919	

4.00 pm	. 422	727
CURRENCY	MOVE	MENTS
May 16	Back of England lades	Morgan ^{oq} Guaranty Changes %
Sterling	92.2 65.3 105.0 108.8 110.5 108.8 114.8 112.5 113.2 102.1 98.7 135.5	-19.7 -13.7 +13.2 +13.5 +23.5 +23.5 +23.5 +23.8 +153.7 -19.7 +66.3
Morgan Gaaran	nty change	

	VE'M	CY RA	162
·· May 16	Bank # rate %	Special * Drawing Rights	European f Correctly Unit
Sterling J. S Dollar J. S Dollar J. S Dollar Austrian Sch Bedgian Franc Benfah Krone D-Mark Jenth Krone Jenth Franc Japanese Yen Japanese Yen Swenka Krona Swenka Krona Swenka Krona Greek Drach	6.0027 2.95 2.55 2.50 2.50 2.50 2.50 2.50 2.50 2.5	0.774322 1.35003 1.55213 16.1504 47.0992 2.876169 2.28830 2.57761 7.76672 1.700.86 186.237 8.91560 M/A 8.21696 1.93257 M/A	0.694498 1.21690 1.39773 14.4762 42.3277 7.86847 2.05717 2.31771 6.98317 15731.10 167,141 8.01328 127,670 7.40118 1.74199 225.053 0.768293

These are not quoted by the UK, Spain and Ireland, † European Committee Calculations.

All SDR rates are for May 15

OTHE	R CURRE	MOJES
OINE	n CURNE	MCIES
May 16	2	\$
		9845.00 - 9855.00
	2,2320 - 2,2340 477,530 - 478,340	
Flutand	7.0020 - 7.0250	3,9975 - 4,0005
Hora Koss .	321.20 - 327.60 13.6310 - 13.6445	7.7885 - 7.7885
Iran	116.00	67.00°
Korta(Stb) _	1263.00 - 1283.65 N/A	125.80 - 129.60 N/A
Lovembourg		34.00 - 34.90
Mataysia Mexico	5228.73 - 5249.25	2.7590 - 2.7520 2987.00 - 2997.00
N.Zealand Saudi Ar	2.9600 - 2.9650 6.5650 - 6.5785	1.6880 - 1.6910 3.7490 - 3.7510
Singapore	5.0870 - 3.0940	1.7630 - 1.7650
SAF(Fil	4.8590 - 4.8705 5.6535 - 5.7455	2.7760 - 2.7790 3.2260 - 3.2785
Taiman	47.80 - 47.90	27.30 - 27.35
U.A.E	6.3510 - 6.3725	3.6720 - 3.6740

MONEY MARKETS

INTEREST RATES eased in

London following the Bank of Spain's decision to cut its

wise little changed, showing no reaction to Wednesday's change of French prime minis-ter. The D-Mark eased to FFr3.3940 from FFr3.3948 at the fixing. Confirmation that Mr Karl

Otto Pohl is to retire as president of the German Bundesbank, probably leaving at the end of October, failed to have much impact on the D-Mark. The German currency eased against the dollar and yen but was little changed within the

Sterling was firmer overall, but had a nervous undertone as the market tried to digest sevaral unconnected factors. The Bank of England has sent repeated warnings against rate

pectations adline UK renewed wer base	spain's mo of a shar inflation to speculation rates. n UK emp	p fall in oday led n about	to FFr5.7 while eas Y137.95. (575 from ing to Y1 on Bank (e dollar's i	FFr5.7375, 37.55 from of England ndex fell to
EM\$	EUROPE	AN CUR	RENCY	JNIT RA	TES
	Eco Central Rates	Currency Amounts Against Ecu May 16	% Change from Central Rate	% Spread vs Weakest Currency	Ofrergesce Indicator
alch Deceta	122.631	127.670		4.01	70

Irish Part Danish Krone French Franc	0.767417 7.84195 6.89509	0.768293 7.86847 6.98317	011 034 128	1.16 0.94 0.00	1 -62
Eco central rates set by the are for Ecu; a positive of percentage difference between percentage deviation of the percentage deviation of percentage deviation percentage deviat	hange denotes a reen the actual s	week correscy. I	Divergence shows ntrail rates for a co	the ratio between erency, and the ma	two spreads: the

May 16	Day's spread	Close	Ope month	7% P.A.	Three months	7. 1.2.
5 ,,	1.7430 - 1.7565	1.7445 - 1.7455	0.87-0.85cpm 0.47-0.40cpm	5.91 2.60	2.32-2.29pm 1.19-1.07pm	52 22 23 15 16
aqada letherlands .	2.0040 - 2.0130 3.3295 - 3.3455	2.0045 · 2.0055 3.3350 - 3.3450	3-5cm	269	2-1466	55
elolum	6065 6115	60.75 60.85	17-12cm	286	41-2900	5
enmark	11.2950 - 11.3490	11.2950 - 11.3050	24-15 oream	1.99	5-3400	13
eland	11040 - 11070	11060 - 11070	0.20-0.15com	190	0.50-0.40pm	12
HENDRY	2.9575 - 2.9670	2.9575 - 2.9625	4-5-prom	2.79	14-14-001	24
ortogal	258.25 - 260.10	258.35 - 259.35	61-33cpm	2.18	26-28pm	0.4
pala	183.15 - 184.45	183.20 - 183.50	20-25cds	-1.47	77-88ds	-1.5
		2200.75 - 2201.75	2lirepm-par	0.55	3om-par	0.7
	11.5025 - 11.5610	11.5025 - 11.5125	24-14 orepo	196	41 ₇ -31 ₈ pm	1
20CE		10.0425 - 10.0525	2 4-2mm	254	5%-54pm 14-14press	-0.
reden	10 6125 - 10 6740 239.50 - 240.95	10.6125 • 10.6225 239.50 • 240.50	A-Postore	0.21 4.06	24-2460	3.7
pag	20.78 - 20.89	20.79 - 20.82	5-1-4 4 ground	2.78	13%-11%00	2
itzerland .	2.5035 - 2.5175	2.5075 - 2.5175	4-4 CDM	3.88	2-14 pm	5
	14375 - 14455	14410 14420	0.26-0.21cpm	1.96	0.67-0.60pm	29

<u>DOLL</u>	AR SPOT	- FORWAR	D AGAIN	IST '	LHE DOF	LAF
May 16	Day's spread	Cluse	One month	P.2.	Three months	74 P.1
K1	1.7430 - 1.7565	1.7445 - 1.7455	0.87-0.85com	5.91	2.32-2.29pm	-0.7
elandt	1.5775 - 1.5840	1.5785 - 1.5795	0.10-0.15cdis	-0.95	0.25-0.35db	-0.7
anada		1.1485 - 1.1495	0.30-0.33cdh	-3.29	0.85-0.90ds	-3.0
etherlands .		1.9130 1.9140	0.50-0.53cdls	323	1.44-1.49dis	-3.0
elgiani	34.75 - 34.95	34.80 - 34,90	8.00-10 00cdfs	-3.10	24.00-30.00dls	-3.
enmark		6.4725 - 6.4775	2.00-2.30 ared is	-3.98	5,90-6.50dk	-3.8
CARPANA		16965 - 16975	0.43-0.45pfdts	-311	1.28-1.31db	-3.0
ortugal		148.20 148.30	45-60cdis	-4.25	185-215ds	-5
plro	104.60 - 105.40	105 05 - 105.15	62-65cdis	7.25	173-180db	-6.7
		1261.25 - 1261.75	5,30-5.80 Wredis	-5.28	16.10-16.6005	-5.3
orway	6.5750 - 6.6140	6,5925 • 6,5975	2.30-2.60credis	-4.46	6.40-6.90db	-4.0
rance	5.7300 - 5.7640	5.7550 - 5.7600	1.58-1.63cdis	-3.35	4.42-4.5266	-3.1
	6.0745 - 6.1020	6.0825 - 6.0875	3,25-3,50credb	-6.66	8.75-9.20dis	5.9
apan	136.80 - 137.80	137_50 - 137 60	0.22-0.24	-201	0.57-0.60db	-1
		11.8930 - 11.8980	3.10-3.50grodis	-3.33	8.80-10.00ds	-3.3
witzerland .	1.4255 - 1.4390	1.4400 - 1.4410	0.27-0.29cms	-2.33	0.81-0.84dk	-22
QI	12105 - 1.2175	1.2135 - 1.2145	0.41-0.38cpm	3,90	1.11-1.05pm	3.5

E	URO-CL	JRREN(Y INTI	EREST	RATES	
May 16	Short. term	7 Days notice	Date Month	Three ·	- Six Manties	Aest. God
Steviling Steviling	84 - 88	125 124 55 8 8 8 8 8 9 9 1 8 1 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	113 - 511 511 - 511 811 - 81 91 - 9 82 - 8 81 - 8 91 - 9 113 - 9 9 - 82 711 - 7 9 - 82 711 - 7 9 - 82 711 - 7 9 - 82	11 15 15 15 15 15 15 15 15 15 15 15 15 1	11 - 64 - 64 - 64 - 64 - 64 - 64 - 64 -	113 - 11 63 - 6 96 - 9 96 - 9 96 - 9 12 - 11 97 - 9 75 - 9

			EXC	HAN	GE C	ROS	SR	ATES	•		
May.16	£	\$	DM	Yes	F Fr.	\$ Fr.	Ħ FI.	Lina	CS	B Fr.	ECU
5	1	1.745	2.960	240.0	10.05	2.513	3.340	2201	2.005	60.80	1.44
5	0.573	1	1.696	137.5	5.759	1.440	1.914	1261	1.149	34.84	0.826
DM	0.338	0.590	1	81.08	3.395	0.849	1.128	743.6	0.677	20.54	0.487
YEX	4.167	7.271	12.33	1000.	41.88	10,47	13.92	9171	8.354	253.3	6.00
F Fr.	0.995	1.736	2,945	238.8	10.	2.500	3.323	2190	1.995	60.50	1.43
SFr.	0.398	0.694	1.178	95.50	3.999	1	1.329	875.8	0.798	24.19	0.574
NFI.	0.299	0.522	0.886	71.86	3.009	0.752	1	659.0	0.600	18.20	0.437
									0.911		
						1.253			1	30.32	
									3.298	100.	2.377
ECU	0.693	1.210	2.053	166.4	6.969	1.743	2.316	1526	1.390	42.16	1

Yen per 1,000: French Fr. per 10: Lira per 1,000: Belgian Fr. per 100.

FINANCIAL FUTURES AND OPTIONS LIFFE US TREASCRY BOND PETURES OFTERS 5100,000 6456 of 180% 0.90 0.45 0.41 0.18 0.01 0.01 CHICAGO U.S. TREASURY 80405 (CRT) 8% \$100,890 32mb of 100% 85.37 85.33 Estimated volume: 46331 (48483) Previous day's open Int. 86150 (83629) SWISS FRANC (DAM) SFr 125,000 S per SFr 95.90 96.29 PHILADELPHIA SE SIS OPTION ES1,250 (costs per SI) 99.72 Estimated volume 625 (382) Previous day's open int., 3551, (3495)

sted volume 8.730 Total O ECU SOND (MATTE) 0.02 0.06 0.22 0.67 134,113 59,310 6,490

DACE LENDING DATES

BASE LENDING RATES											
	%		%	McDonnell Douglas Bak.	%						
BY Bank	12	Comun. Sk. of London Pic		McDonnell Donalas Bak.	- 12						
dam & Commany	12	Co-operative Back		Midland Bank	12						
Hied Trust Bank	12	Courts & Co	12	Mount Banking	12						
B Bank	12	Cypres Popular Bk	12	Wat Bk. of Kowait	īŝ						
evry Ausbacher	12	Dunbar Bank PLC		Nat Wester hoter	12						
Of Chimbert Dools				Korthem Bank Ltd	12						
& C Merchant Bank		Dencas Lawrie			12						
ank of Baroda	12	Eggatorial Bank plc		Hydredit Mortgage Bank	Ж						
arico Bilhao Vizcaya		Exeter Bank Limited	1212	Provincial Bank PLC	14						
ack Credit & Comm		Financial & Gen. Bank	12 -	Roxburghe Bank Lid	13						
and of Cypens	12	First National Bank Pic.	15	Royal Bk of Soutland	12						
ank of treland	12	Robert Fleering & Co	12	 Smith & Willman Secs. 	12						
ank of India	12	Robert Fraser & Pters	125	Standard Chartered	12						
ank of Scotland	12	Girobank	12	75B	12						
angue Belge Ltd		Guinness Mathon	12	Unibank ple :	12						
arclays Bank	12	Randros Bank	12	United Bir of Knozit	12						
enchmark Bank	12	Harpshire Trust Pic	13,	United Mizrati Bank	12						
		Heritable & Ges Inv Buk		Unity Trust Bank Pic	12						
rft Bk of Mid East	12		12	Unity Trust Bank Pic Western Trust Westpac Bank Corp	16						
Town Stripley	12	♦ Hill Santad	12	WOMEN (1951	预						
Bank Rederland	12	C. Hoare & Co	12	Westpac Bank Corp	12						
varterhouse Bank	12	Honghoog & Shanghal	12	WEREARD LANGER	. 77						
tibank NA	12	• Leopold Joseph & Sons	12	Yorkshire Bask	12						
by Merchants Bank	12	Lizyels Bank	12	 Members of British Me 	rdiz						
Intestale Bautr		Medicai Bank Ltd	12	Banking & Securities H							

SIMPLY THE BEST

##Best Airline: Iberia. A turn-up for the books this year. But in all my flights spot on time, tolerable food and lightning baggage hundling \$5

IBERIA London 071 437 5622

PEARLSTREET N.V.

US \$ 114,800,000 GUARANTEED SENIOR FLOATING RATE NOTES DUE MAY 15, 2002

In accordance with the provisions of the Floating Rate Notes, notice is hereby given as follows:

Interest period: May 15, 1991 to November 15, 1991 Interest payment date: November 15, 1991 Interest rate: 6.5625% p.a. Coupon amount payable per Note of US \$ 100,000 : US \$ 3,354.17

BANQUE INTERNATIONALE A LUXEMBOURG Dollar bull or peak? Duffy Currency and Interest Rate Faxes from Clast Analysis I maind Contact Anne Whithy Tel: 971-734-7171 | Fax: 671-439-4966

URN CURRENC	Y RISK TO YOUR
DVANTAGE	
24 400 24EE	GAIACORP

CURRENCY MANAGERS

5 This can go round, up or down (7) 6 The steps they take are

(9)
18 Provokes some leader,
though it's quite
mealled-for (8)
26 See part characters become

more extortionate (7)

22 Invite a worker with some doubt (6)

24 Representing Poe as a mor-alist (5) 26 Spoil too many returns (4)

21 New style naval force (6)

dar, so drink (6) 9 Avoiding responsibility for business – up to collapse (3-3)

14 The top men are staying in addition (10)

17 Bring back control on land

mance (6)
19 Separates the fibres of rags

a nuisance (8) Southern Greek city (6)

for the garden (4)

1 Trada and make about a couple of thousand (8)
2 Well-known artist swindles board! (9) -

Solution to Puzzle No.7,844 AFLACE LUBINGUS
RAGE PAZU
TEMANT BAGKDOWN
E G U T S E N S
WOUNTAIN PAGEUR
I E E W O T O
SIDE COMPLACETI
O I T I Y L
SECONDHAND WEAD
T T Y I S V O
SHIGH FOUNTAINS
E I C F G O T E
BARBADOS PORTHMO
L S T O Z O A
ENTREATY CERNEL

money market intervention rate, the main instrument of Spanish monetary policy. Later in the day there was little reac-tion to stronger than expected

Spanish rate cut

UK economic data.
Three-month sterling interbank fell to 115 11% from 115 11% per cent, pointing towards an early cut in bank base rates despite recent warnings from the Bank of England. One-year money declined to 114-114 from 114-114 per cent.

UK clearing bank base lending rate 12 per ceut from April 12, 1991

Short sterling futures were firmer on Liffe, reflecting optimism after the Spanish rate cut. June delivery opened little changed at 88.69, but closed at the day's peak of 88.82 compared with 88.70

previously. There was another large shortage of day-to-day credit on the cash market. The Bank of England forecast a shortage of £900m and provided total

assistance of £891m.
In early operations the authorities bought £119m bills outright, by way of £5m bank hills in hand 1 at 11% per cent and £114m bank hills in band 2 at 11¼ per cent. Before lunch

another £322m hills were purchased, via £8m bank bills in band I at 11% per cent and £314m bank bills in band 2 at

11H per cent. in the afternoon £205m bills were bought, through £27m Treasury bills in band 1 at 11% per cent and £178m bank bills in band 1 at 11% per cent. Late assistance of around £245m

was also provided.

Bills maturing in official hands, repayment of late assistance and a take-up of Treasury bills drained £728m, with a rise in the note circulation absorbing £85m and hank balances below target £85m. These outweighed exchequer transactions adding

Elom to liquidity.

In Madrid the Bank of Spain cnt its money market intervention rate by % point to 12% per cent at a apecial repurchase tender of central bank certificates.

In Paris the Bank of France left its money market intervention rate at 9 per cent and its five to 10-day repurchase rate at 10 per cent at a securities repurchase

In Frankfurt call money fell to 8.75 from 8.80 per cent, in comfortable trading conditions after the Bundesbank's injection of a net DM2.1bn at this week's securities repurchase agreement tender. As expected a meeting of the Bundesbank council left credit

The fixing rates are the arithmetic means recorded to the neurest one-slateests, of the bid and offered rates for \$10m moded to the market by five reference banks at 11.00 a.m. each working day. The banks are National Westminster Bank, Bank of Todyo, Desirabe Bank, Bankova National Goarante Trust. MONEY RATES **NEW YORK** Treasury Bills and Bonds Mar.16 LONDON MONEY RATES One Year May 16 Interbank Offer
Interbank Bid
Sterling CDs
Local Authority Deps.
Local Authority Bonds
Oscount Mixt Deps
Gompany Deposits
Frience Hoke Deposits
Treasury Bills (Buy)
Bank Bills (Buy)
Dollar CDs.
SOR Linied Ope. Offer 11; 11; 115 111111 1111 1 157799 1212 124 11.5 12% 134 1101 5.93 74 75 94 5.97 783 783 944 944 6.10 755 755 94 94 Tressary Bills (sell): one-month 111/2 per cent; three months 10.3, per cent; six months 10.3, per cent; Bank Bills (sell): one-month 11.4, per cent; three months 11.3, per cent; Tressary Bills; Arerage tender rate of discount 10.8559 p.c. ECLD Fixed Rate Starling Enough Finance, Maller up day April 30, 1991. Agreed rates for period May 26, 1991 to June 25, 1991, Scheme 1 13.07 p.c. Schemes II & III: 13.35 p.c. Reference rate for period March 29, 1991, to April 30, 1991, Scheme 10.01 p.c. Scheme 10.01 p.c. Local Anthority and Finance Houses seven days 1001ce, others seven days fixed. Finance Houses Base Rate 12½ from May 1, 1991; Bank Deposit Rates for sums at seven days anothe 4 per cent, Certificatio of Tax Deposit Scheme (1) peopli \$1.00,000 and over held under one month 8½ per cent; one-three months 11 per cent; three-dix months 10½ per cent; six-nice months 10½ per cent; affect held under one month 8½ per cent; one-three months 9½ per cent; under \$1.00,000 8½ per cent; sinch the period of t

FT LONDON INTERBANK FIXING

(11.00 a.m. May.16) 3 months US dollars

Estimated volume 681 (153) Previous day's open Int. 2007 (2959)

Estimated volume 5206 (6702) Previous day's open lat. 27062 (26704)

Estimated volume 2669 (2021) Previous day's open int. 13104 (12574) FT FOREIGN EXCHANGE RATES

6 months US Delber

MINE-STERLING SA per S

1-mmin. 3-mmin. 6-mmin. 12-mmin. 1.7364 1.7220 1.7036 1.6759

Sheri d. Principles (M. Rempton (Mail) 210 - 754-765-764 |
Lor 22 brighter (M. Rempton (Mail) 210 - 7580 | 11.07 | 10.07 |
Lor 21 brighter (M. Rempton (Mail) 21.07 | 11.07 |
Lor 21 brighter (M. L. 10.05 | 11.07 | 11.07 |
Lor 21 brighter (M. L. 10.05 | 11.07 |
Sheriles (M. L. 10.05 | 11.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. 10.05 | 11.05 |
Sheriles (M. L. Coeri, Lothberr, London EC2 077-60/9838 10.75 8.06/17.08/09 10.375 7.78/20.66/09 inited Donalalous Trust Ltd ... 121 60 8.701 12 11 Qur th Grove W6 081-741 4941 Sect Worker Plas 2000-524,999. a.... 10.50 -8.00 -11.67 Mea 21.000 -11.07 Mea **CROSSWORD**

JOTTER PAD

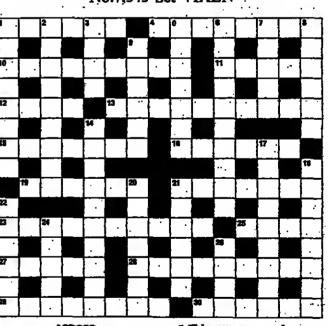
8.77 12.18 MID

130.873

LUCA USADONA -- 1975 7.311 10.201 Fin Huyal Bank of Sentiand pic Prunilum Acc 12.51 Aprico So. Edichard File 270 - 033-223545 30.000-2019 699 110.00 8.03 11.40 90 20.000-2019 699 120.00 8.03 11.40 90 20.000-2019 699 110.20 90 2.550-2.949 -- 17.00 7.20 4.90 90 2.550-2.949 -- 17.00 7.20 4.90 90

Kleinwert Benser Ltd 158 Knith Town M. London AV H.J.C.A. CC, 500H. . . | 10 875

No.7,545 Set VIXEN



Distinction many a man found within the law (6)
 Complains, though not against checks being made

10 Kind of vegetable to take in inordinate amount (9) 11 Smoother means of trans-

port (5)
12 Gets a meal in haste at some fast-food place (4) 13 A businessman has to study a farm er's requirement (10) 15 Show an animal outside

without cover (7)
16 Put down superior perfor-

21 Muscular trouble in greater part of a joint (7)

part of a joint (?)

23 A dray tends to break down

- be prepared for it (5,5)

25 Second-hand, but found serviceable (4)

27 The minister losing his head and giving offence (5)

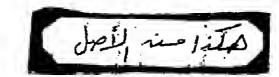
28 Bore taking part free maybe

- there's nothing in that (5)

29 Material attempt to contain a missance (3)

30 Not now to be seen in a

3 Bearing with a beastly home



WORLD STOCK MARKETS

1				V	VORLD STO	CK
The second of th	AUSTRIA May 16 Seb + 9r - Austrian Airlines 3,260ml - 40 Creditanstat. 3,465 40 EA General 4,200 - 50 EVN - 834 - 2 Lungbanelaster 10,000 - 300 Laenderhank 9,200 Cardier Zenest 1,700 Rader Herald the 675 - 13 Reministrates Brue 2,160 Steyr Dalmiser - 400 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Verticuler Magnest 680 - 5 Steyr Dalmiser - 400 Wiemerberger 5,820mr - 10 BELETUR/LUXEMBBOURG May 16 Fts. + 28 - 3 ACEO-Union Min 2,506 - 60 Arbed 4,250 - 5 681 3,000 - 120 Bank Intij a Lut 11,100 Bang Gen Lux Pts 12,450 Sarco - 1272 - 12 Bekatert - 3,900 - 120 Cohepa AFV 1 2,450 - 50 Cohepa AFV 1 7,600 - 20 Electrabel AFV 4,860 - 50 Electrabel AFV 4,860 - 50 Electrabel AFV 4,860 - 50 Electrabel AFV 1 3,600 - 430 Gil Group 1,570 - 42 Gen Bange AFV 1 3,600 - 25 Ecchem AFV 7,850 - 25 Ecchem AFV 7,850 - 25 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 26 Ecchem AFV 7,850 - 25 Ecchem AFV 8	FRANCE (continued)	May 16	NETHERI ANDS	SWEDEN (costinated) May 16	3469 35 36 36 36 36 36 36 36 36 36 36 36 36 36
	Des Danche Bank 328 1 East Astatic 190 +3 FLS ind S 328 +2 Ger St. Brd 369 +3 East Astatic 369 +2 East Astatic 369 +4 East East 369 +4 East East 369 +4 East East 369 +4 East East 369 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360 +4 East 360	Radioteche	TALY	SPAIN May 16	Sandoa Pt Csu 2,250 +56 Schindier Pt Csu 7,700 +100 Schindier Pt Csu 7,100 +40 Sizia Rep A 760 50 Surveillance Bar 7,710 -30 Suriss Bank (Br) 31,5st +2 Suris Bank (Br) 31,5st +2 Suris Bank Pt 2,8st +2 Suris Relaxmance 2,900 -2 Suris Relaxmance 2,900 -3 Suriss Relaxmance 2,900 -4 Suriss Relaxmance 2,900 -4 Suriss Relaxmance 2,900 -4 Suriss Relaxmance 2,900 -4 Suriss Volicible 1,390 -5 Union Bank Pt 1,364 +2,50 Winterther 7,43 +8 Zurich Ins 4,600 -20 Zurich Ins 4,600 -20 Zurich Ins 1,900 +4,00 -20 Anglo Am Cost 115 -4,00 -10 SBUTH AFRECA 12,20 +0,20 Anglo Am Cost 10,425 +0,75 Anglo Am Cost 10,425 +0,75 Anglo Am Cost 10,425 +0,75 Anglo Am Cost 10,425 +0,75 Anglo Am Cost 10,425 +0,75 Anglo Am Cost 11,50 -0,25 Desirrant Cost 3,9,25 -1 Buffrite 33 -1 SCHA Galio 24 -0,50 For State DesiGal 23,25 -0,25 Elaxdorand Gold 21,75 -0,75 First Nat Bank 40,50d -0,25 Elaxdorand Gold 21,75 -0,75 First Nat Bank 40,50d -0,25 Elaxdorand Gold 21,75 -0,25 Elaxdorand Gold 22,25 -0,25 Elaxdorand Gold 23,75 -0,25 Mattholid 24,75 -0,25 Mattholid	NEW YOOW Job Hotelstrials Henre Bends Transport thillies STAND Composite s Industrials Financial MYSE Composite S Industrials Financial MYSE Composite S & P Industrials S & P Industrial S & P
- 1 1	May 14 Yes + ev A A Incomoto 1,490 30 Althogon Brake and 715 30 Althogon Arrays 1,410 410 Althogon Arrays 1,410 410 Althogon Arrays 1,410 410 Althogon Arrays 1,410 410 30 Arrays 1,410 410 30 Arrays 1,410 410 30 Arrays 1,410 410 30 Arrays 1,410 30 30 Arrays 1,220 30 30 30 30 30 30 30	Lipam Radio 2.720	Mippon El Glass 2,000	Telkenk 011 989 -6 Telken Carstr 1.140 -30 Telken Carstr 1.140 -30 Telken Carstr 1.140 -40 Telken Carstr 1.120 -410 Tota Care Care Med 1.120 -410 Tota Care Care Med 1.120 -410 Tota Care Care Med 1.120 -410 Tota Care Care 1.120 -410 Tota Care Care 1.120 -410 Tota Care Care 1.120 -410 Tota Care Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -420 Tota Care 1.120 -430 Tota Care	Start Star	CANAD TORONT Breat & We Comparte MONTREAL / Base values Unavailable
	American American	Resi Warehouse 1,040 +10 Structure 1,040 +10 Structure 1,050 +10 Structure	Nows Denito	Smothberry Segar 3.365 +0.04 Smothberry Segar 3.365 +0.04 Smothberry Segar 3.36 +0.05 SR 5.60 +0.14 RA 5.60 +0.14 RA 5.60 +0.14 RA 5.60 +0.07 Self Alfried Ind 8.48 Smat Cold Aeratol 6.40 Small 7.40 +0.00	SINGAPORE Bay 16 SS + 67 Deli Storage 3.64 DBS 11.80 -0.10 Frest & Neave 8.75 Setting 6.90 +0.05 Saw Far 4.56 -0.02 Keppel Gorp 7.40 -0.20 DB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SAB DB SA	

TORONTO 3:00 pm prices May 16 Cuellifore in certs unless merced \$ 1900 Abritish Pr \$15-5; \$13, \$15-1, \$1, \$10-1, \$10-0 Abritish Pr \$15-5; \$13, \$15-1, \$1, \$10-0 Abritish Pr \$15-5; \$15-1, \$15-1, \$10-0 Abritish Pr \$15-5; \$15-1, \$15-1, \$10-0 Abritish Pr \$15-5; \$15-1, \$15-1, \$10-0 Abritish Pr \$15-1, \$15-1, \$10-0 Abritish Pr \$15-1, \$15-1, \$10-0 Abritish Pr \$15-1, \$10-0, \$10-	200 Copusation 201 280 250 18300 Centra Cp 1 445 455 455 -10 18000 Centra Cp 1 445 455 455 -10 18000 Centra Cp 1 445 455 455 -10 18000 Deritan 375 74 73 73 10000 Deritan 375 74 73 11000 Deritan 375 74 73 11000 Deritan 575 74 73 11000 Deritan 62 50 9 9 1000 Deritan 62 50 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 1000 Deritan 62 50 9 9 9 9 1000 Deritan 62 50 9 9 9 9 1000 Deritan 62 50 9 9 9 9 9 1000 Deritan 62 50 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	42500 Mackanzie 5 16200 Macm 61 51 22300 Magne Int A 51 1600 Mart To T 51 68100 Mart To T 51 68100 Mart Fee 5 2800 M96 High B 51 17100 Memotach 51 17100 Memotach 52 17100 Memotach 53 17100 Memotach 53 1800 Moleon A 54 86300 Moleon A 54 86300 Moleon A 54 86300 Moleon A 54 86300 Moleon A 54 86300 Moleon A 54 86300 Moleon A 54 2000 Moranda For 52 2900 Noranda For 52 2900 Moranda For 52 2000 Moranda For 52 2000 Moranda For 54	03 105 105 105 105 105 105 105 105 105 105	209705 SH 225900 SH 11000 SM 1000 Son 14300 Son 14	Syst \$85 6 6 2 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	1
23000 CanimpBit	1100 Internents 947 474 475 450 tweet Gro uses 1100 internents 947 474 475 450 tweet Gro uses 534 534 534 535 450 450 450 450 450 450 450 450 450 45	3200 Ren'ssance 14 7600 Repeg Ent 34 8200 Re Algem x 51 800 Rogers A 51 84000 Rethrense 365 84000 Reyalbican 26 106100 Reyalbican 26 106100 Reyalbican 26 14000 St.com/Cm A 4 8200 ScottPaper 510	16 16 18 14 14 14 14 14 14 14 14 14 14 15 14 15 15 15 14 15 15 15 15 15 15 15 15 15 15 15 15 15	13000 Cas 13000 Cas 60000 Com 34000 Mes 17800 Mes 150700 Prov 600 Queb	cades 460 450 inThi A 381 ₆ 64 inThi A 381 ₆ 64 inential \$101 ₂ 103 ₇ nobsc \$335 ₆ 64 isk Can \$107 ₆ 103 ₆ igo \$11 103 ₆ acor A \$101 ₆ 104	0 455 -6 . 4 61 ₈ 1 101 ₈ -1 ₈ 61 ₄ -1 ₂ 1 161 ₄ 1 1 +1 ₄ 1 181 ₈
NEW YORK			May May 16 15	May May	1991 HIGH	LOW
DOW JONES May May May May May 16 14 13 10	HIGH LOW HIGH LOW	AUSTRALIA All Ordinales (1/1/80)	16 15 1540.4 1519.2	14 13 1518.9 FTACTIS	1558.3 (29/4)	1204.5 (26/1)
Joshetrials 2865,38 2886.85 2924,42 2920. Jose Bonds 94,77 94,64 94,81 94,8	מולובי מפועוני מוף פועני	All Nising CL/L/809 AUGUSSA	661.2 652.2	652.9 655.4	680.1 (29/4)	561.6 (16/D)
ione Bands 94.77 94.64 94.81 94.8 Paraport 1140.87 1159.73 1181.06 1187.	(4/5) (16/1) (19/2/87) 1/10/81) 24 12/2/57 894.30 1532.01 12.32	Drefit Airlien (30/12/84) BEELGRUM	506.20 507.72	510.38 512.47	534.RL (LL)40	390.84 (15/1)
Hillius 209.38 208.82 211.62 210.3	(9/3) (7/1) (5/9/89) (8/7/32)	BELZO (L/J.(91) DEDMAARK	1175.52 1178.19	1181.76 1179.39	1212.15 (17/4	917.5 9 (17/1)
	(16/4) (16/1) (2/1/90) (8/4/32)	Copenhages SE C/1/EO	349.44 349.36	349.96 349.61	354.26 (4/40	302.26 ck/ 1)
STANDARD AND POOR'S	's Hi∳ 2901.83 (2922.85°) L== 2834.53 (2870.08°)	HEX Central (28/12/90)	1052.4 1063.5	1074.3 1082.8	1186.9 (8/40	890.5 (23/1)
amposite : 369.32 571.62 376.76 375.7	4 390.45 311.49 390.45 4.40	PRANCE CAC General (31/12/82)	483.39 480.78	488.09 487.65	493.78 (9/4)	394.88 05/1)
destrials 438.51 443.06 449.45 447.5	6 43.23 364.90 463.23 3.62 0844 1900 084490 1236.02	CAC 40 (LL/12RP)		1805.57 1834.45		1425.26.05/10
Inaecial 28.77 28.84 29.25 29.5	2 31.58 21.96 35.24 8.64	FAZ Akties (31/12/58) Commerzbank (1/12/53)		677.30 680.67 1926.30 1936.80	691.29 (3/5) 1963.3 (3/5) 1631.84 (3/5)	570.48 (15/1) 1632-5 (15/1)
YSE Composite 202.08 203.67 206.28 205.8	7 213.21 130.97 213.21 4.66	HONG KONG	1598.08 1590.35	1578.50 1610.90		1317-85 (76/1)
mex Nist. Value 356,79 360.25 363.32 364.0	0.7/40 (9/1) 0.7/4/90) (25/4/42) 2 373.40 296.72 397.03 29.51	Hang Song Bank (3),776-0 RELAND	3859.66 3789.89	3785.14 3767.63	3869.70 (3/4)	2984.03, (26/3)
ASDAQ Composite 478.08 406.79 493.93 493.4	2 373.40 294.72 397.03 29.31 0.8/40 0.4/1) 0.0/20/899 19/12/729 2 511.31 355.75 511.31 54.87	ITALY	1416.75 1412.75	1427-19 1430.12	1520.65 (35/3)	1114.86 (25/1)
	0.7/40 0.4/1) (0.7/4/91) (31/10/72)	Banca Cura, Rail, (1972)	572.93 577.66	584.42 581.34	682.64 (19/4)	486.26 (29/1)
	ny 3 Apr.28 year ago (approx.)	HAPAM Hittel CLL/SAF9) Tokyo SE (Tupic) (4/1/68)		86030.08 26095.20 1973.06 1977.78	27146.91 (18/3) 2 2028.85 (18/3)	2942.70 (16/1) 1625.00 (17/1)
	.44 3.47 3.93 by 1 Apr.24 year ago (approx.)	2nd Section (4/1,680	3280,83 3326,62	3367.55 3400.13		2473.52 (24/1)
& P Industrial die, yield 2.78 2	7B 2.74 3.07	KLSE Composite (4)4(86)	578.87 580.69	587-12 584.99	605.85 (LLD)	470.41, (16/1)
& P Ind. P/E ratio 18.53 11	1.57 18.70 15.20	CBS TI, Ruces, End 1983	272.9 272.5 197.5 197.3	274,8 277.2 199,0 200,7	290,1 (10/5) 202,8 (10/5)	221.4 (16/1) 162.3 (16/1)
NEW YORK ACTIVE STOCKS	TRADING ACTIVITY	NORWAY				
Stocks Closing Change fednesday bracked price on day	† Volume May 16 May 14 May 13	Date SE Dad (2/1/83) P102.IPP(NESB	msi msi	776,68 790.41		610.45 (21/1)
organ Comp 11,362,900 361 ₆ - 131 ₆ SX-Marather 5,792,600 251 ₆	New York 193.110 207,910 129.620 Artes 12.297 9.863 9.647	Marita Comp (2/1/85)	1109.49 1124 48	112536 1109.41	1154.73 (8/40	582.64 (10/1)
etripans 3,995,500 27% 4	MASDAQ 286,739 155,035 126,002	SES AT-SIMPLES (2/4/75) BOUTH AFRICA	407.40 409.40	411.56 410.47	422.43 126/10	315.07 (14/1)
Mile Monts 3,250,200 651g - 11g otner Per 2,863,000 201g - 21g	Hours Traded 2,050 2,063 2,049 Roses 483 371 787	JSE Gold (28/9/78) JSE Industrial (28/9/78)	1151.0a 1161.0 3493.0a 3491.0	3470.0 3458.0	1367.0 (14/1) 3559.0 (26/4)	971_0 (25/2) 2829_0 (16/1)
5M 2,661,500 1024 - 34 bridgester 2,345,300 94 - 4	Fatis 1,112 1,188 753 trectanges	SOUTH KOREA"	635.45 632.17	638.61 630.84		614.60 (26/1)
TE Corp 1,907,300 291 - 1	Rew Highs 24 32 62 How Lows 18 6 B	Koroa Comp Ex. (4/1/80) SPAIN				
1,753,100 31% · 1 ₈		Marie 25 (2015/85)	287.A3 (c)	286.85 285.22		213.70 (14/1)
		Afflendriden Gen. (1/2/37) SWITZERLAND	1027_30 1031_5	1095.3 1037.5	1119.0 (18/3)	BOB. 4 (S/L)
CANADA ORONTO May May May	May 1991	Sets Bask ted, G32/12/589 SBC General CL/4/877	732.9 730.5 614.3 612.5	734.0 734.4 615.3 615.7	743.0 (3/4) 625.1 (9/4)	590.4 (14/1) 487.1 (14/1)
15 14 13	10 HIGH LOW	TAIWAN*** Weighted Price (20(A)E6)	5789.05 5728.72	125.79 6102.09	6305.22 (9/5)	3316.26 (16/1)
reals 6. Winerals 3007.73 3015.85 3059.55 proposite 3444.71 3462.39 3492.77		THAILAND Bandok SET (25/4/75)	816.36 824.49	833,79 828,16		582.48 (26/1)
ORTREAL Portfolio 1824.76 1832.13 1850.74		WORLD				
ase values of all indices are 100 except NYSE All	Common - 50; Standard and Poor's -10; and	M.S. Creital Intl.O./1/70F (S)	506.8° 505.5 Lay 11: Talwan Weighte	505.2 508.0 Price: 6208.48. K	529.2 (17/4) area Comp Ex. 629.17.	991 (16A)
ase values of all indices are 100 except NYSE All prorts Composite and Metals 1000. Toronto Ind 3.1 Exchairs bonds.2 indicatrial, plus Utilities, F arealiable - Congretate Rooms.	nces pased 1975 and Montreal Portfolio 4/1/ Inancial and Transportation, (c) Closed. (u)	& Subject to official receioni, Base values of all leafters are USE 26 Industrials — 264.3 a	100 except: BEL20, HE	General, ISEQ Over	SH and DAX -1,000, J	SE Cold - 255.7, Habte
navaillable, * Corrected Figure,		and an independ - 4943 t	resolut Ni Orbita	2 von seinen och 200	, -J seeks, -W UNITE	
	TOKYO - Most	Active Stocks		•		
	Thursday 16					

CANADA

| TOKYO - Most Active Stocks | Thursday 16 May 1991 | Stocks Closing Change Traded Prices on day pen Steel Wis 9.6m 700 +20 Fullhau 3.7m 1,000 -40 Asia Kanko - 6.6m 600 +21 Honsthe Paper - 1.5m 1,200 -70 Asia Kanko - 6.0m 748 -12 Storme Mil Mang 3.4m 1,310 +20 Arm 1,000 -40 Arm 1,000 -40 Arm 1,000 -50 Arm 1,0

WALLONIA

The FT proposes to publish this survey on

May 30 1991.

It will be of particular interest to the 21% of the businessmen in the 12 countries of the European Economic Community who read the FT. If you want to reach this important audience, call Meyrick Simmonds (In Brussels) tel 513 2816 or fax 511 0472 or Lindsay Sheppard (in London) tel: 071 873 3225 or fax

FT SURVEYS

873 3079

Have your FT hand delivered every day in Switzerland

If you work in the business centre of BAAR, BASEL, BERNE, FRIBOURG and the coastal towns and villages of Lac Leman from Geneva to Villeneuve, GENEVA, LAUSANNE, LUGANO, LUZERN, MEYRIN, ST GALLEN, ZUG, ZURICH or WINTERTHUR gain the edge over your competitors. Have the Financial Times hand delivered to your office. Then start every working day fully briefed and alert to all the issues that affect your market and your business.

12 FREE ISSUES

When you take out your first subscription to the FT, we'll send you 12 issues free. Then see for yourself why Frederick Ungeheuer, Time magazine's senior financial correspondent, describes us as "the paper with the best coverage of international finance."

Geneva (022) 7311604 And ask Peter Lancaster for details

FINANCIAL TIMES

Citize Priv.

1. SPT | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | 1991 | NEW YORK STOCK EXCHANGE COMPOSITE PRICES ANGE COMPOSIT

| Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Property | Prope Chigo
| Free | Free | 1991 | 1991 | 1995 | 1992 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1992 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1994 | 1 3:15 pm prices May 16 Chips

In Prev.

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

In Class

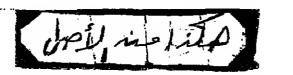
In Class

In Class

In Class

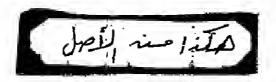
In Class

In Class 3414 1314 1619 1919 | 11092 254 Currents | 11092 255 Current | 11092 254 Current | 1214 1115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 1125 115 | 11 1 100 044 34 44 44 45 3 16 4 18 10 1 14日は入りからの12日である。 15日の12日では、15日の12日 ## 49 ## 60 ## 400836 N 000 3378286 900 24108 107 885 252844222445849 401024842547547647524854524 400836 N 000 3378286 900 24108 107 885 2528643834 401024842547584709 424317077882498042 ******* ** **** * 441-44 A clear 441, 461, J Filver PF 3.38 0.09
481, 41 t, J Filver L
23 12 t, JWP inc
11 71, Jackpot En 0.32 0.04 15
431, 205, Jacobs Eng
91, 85, Jacobs Eng
131, 71, Jackpot En 1.52 0.04 10
92 855, Jr.C.PwBP
251, 72 Jersey8, 75
88 044, JrayP7 38
31 21 t, Jersey0 75
88 044, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 75
88 045, JrayP7 38
31 21 t, Jersey0 73
89 05, Jersey0 75
88 045, JrayP7 38
31 31 5, Jersey0 75
88 045, JrayP7 38
31 31 5, Jersey0 75
88 045, JrayP7 38
31 5, Jersey0 75
88 045, JrayP7 38
31 5, Jersey0 75
88 045, Jersey0 75
88 045, JrayP7 38
31 5, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75
88 045, Jersey0 75 statement: - G 487日 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 The VIAG Board is proposing a dividend of DM 8.50 per DM 50 share for the financial year 1990 - the seventh successive increase in dividend. 13 to 15 40 15 12 19 7 0 26 13 24 48 Georg-von-Boeselager-Str. 25 D-5300 Bonn 1 Continued on next page



Order your copy today.

FT SURVEYS



NYSE COMPOSITE PRICES **NASDAQ NATIONAL MARKET** 2 10 94 0.70 0.08 192724 25 9 1.04 0.00 183939 28 5 1.16 0.00 183937 42 9 1.00 0.05 0 32 10 9 8707 25 9 831 25 9 15 23 9 1.52 0.06 10 346 23 9 The state of the s AMEX COMPOSITE PRICES | Closes Chang Stock | Div. | E | 100s | High | Low-Closes Chang | Stock | Div. | E | 100s | High | Low-Closes Chang | Stock | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | E | 100s | High | Low-Closes Chang | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. | Div. - X - Y - Z -31 708 224 214, 22 13 62 61, 8 61, 14 3845 284, 284, 284, 1 52 17 208 2214, 22 23 69 14 689 301, 301, 301, 18 368 19 182, 183, 1 44 6 10 421, 42 42 **ORESUND** The FT proposes to publish this survey on June 13 1991. It will be of particular interest to the 93% of the top chief executives in the UK/Eire and the 40% of leading chief executives in confinental Europe who read the FT. If you want to reach this important audience with your advertisement, call Chris Schaanning in Loodoo on (071) 873-3428 or fax (071) 873-3079. Bradley Johoson in Sweden tel & fax +46-18-25-37-26 or Erna Pio in Copenhagen, tel: +45-33-134-441 fax: +45-33-935-335. **BUSINESS SOFTWARE** A selection of software packages to suit your business needs appears every Saturday in WEEKEND FT.

Equities recover from two days of deep decline

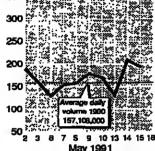
Wall Street

SHARE PRICES bounced back from two days of big declines yesterday morning, aided by demand for US stocks overseas and a modest recovery in bond prices, writes Potrick Harverson in New York.

By 1.30 pm the Dow Jones Industrial Average was up 28.85 at 2,894.23. The other main indices moved in tandem with the Dow, with the broadly based Standard & Poor's 500 up

based Standard & Poor's 500 up 3.32 at 371.89 at 1 pm, and the

NYSE volume



Nasdaq composite of over-thecounter stocks up 4.15 at 482.23. New York SE turnover was 94m shares by 1 pm, with advancing stocks outnumber-ing declining ones by more than two to on

The gain did not represent a shift in investment sentiment, said analysts. It was, instead, an inevitable correction after several days of large losses, with buyers returning to the market in search of inexpen-sive stocks. The stage was set for a recovery after foreign investors hought US stocks

overnight.
Compaq, which came under heavy selling pressure on Wednesday following a severe profits warning, recovered well. After opening weaker, the stock rallied to stand \$1% up at \$3714 on turnover of 3.3m shares. The turnround helped the rest of the technology sector, with IBM up \$1 at \$1031/2. Digital up \$1/4 at \$65, Apple

steady at \$501/2, and Microsoft \$1 % higher at \$99 %. Hewlett-Packard, another

computer group, jumped \$2% to \$48% in hrisk trading after reporting a better than expected rise in fiscal second quarter earnings to 93 cents a share, from 73 cents a share a year

Encore Computer plunged \$1% to \$1% on the news that it had lost in the hidding for an eight-year, \$460m contract to supply equipment to Nasa, the

space agency. The contract went to IBM.

Gap, one of the few success stories in the US retailing sector, rose \$1/4 to \$591/4 after the company reported a 93 per cent improvement in profits to a record \$40.9m, or 58 cents a

share.
Schering-Plough rose \$% to \$51¼ after the drug group said it expected 1991 earnings to rise by 20 per cent, based on an 8 per cent increase in sales.
Also predicting a hrighter trading outlook was AMR, the parent group of American Airlines. AMR stock rose \$1% to
\$61% after the group's chairman said that it was showing signs of a return to profitabil-

Borland international rose \$1/4 to \$46% on the news that it had entered a pact to develop programming languages and development tools for a new version of IBM's OS/2 operat-

SHARE PRICES rose, but slipped from their day's highs in slow trading in Toronto yes-terday morning as investors remained cautious. The market bad dropped 60 points in the previous four sessions. The composite index gained 12.7 to 3,457.5. Advances led declines by 234 to 189 on vol-

nme of 10.5m shares.

Air Canada was flat at C\$9
after reporting a loss of C\$1.35
a share for the first quarter,
versus a loss of 18 cents for the same quarter a year sgo. Thomson was unchanged at

Trinidad sees most of the cross-border action

Canute James reports on changes in the Caribbean

ARIBBEAN investors are cautiously testing the uncharted waters of cross-border trading on the region's three exchanges. Since the start of operations on the fledgling Caribbean exchange last month, most of the activity has been between Jamaica and Trinidad. The third, Barbados, bas not had any cross-border

Settlements of transactions have reached marginally over US\$1m, with more than two thirds of this representing Jamaican purchases of Trinida dian stocks. "It would appear that, with Trinidad and Tobago that, with Trinidad and Tobago being a more stable economy than Jamaica. the Jamaicans want to participate more in our market," says Ms Judith Gonzalez, head of the quotation department of Trinidad and Tobago's stock exchange.

The Barbados economy has been among the most stable in

the Barbaios acoustry has been among the most stable in tha region, but the island has its limitations. "The Barbados market is small, and does not have much depth," says Mr

liquidity on the Barhadian market, but there are indications of interest and, in a few weeks, we expect to see some movement there, albeit small."

The start of cross-horder trading offers investors in the three countries access to 86 listed stocks. The three exchanges have a combined capitalisation of \$1.5hn. Jamaica, the largest of the three, lists 42 companies and has a capitalisation of \$850m. The market index, which rose 13 per cent in 1990 to 2,339.36,

13 per cent in 1990 to 2,339.36, has gained 90 per cent to 4,441.85 so far this year.
Trinidad and Tobago, which rose 71 per cent in 1990 hut has slipped 4 per cent this year, is capitalised at \$420m and lists 31 companies, while Barbados lists 13 companies and is capitalised at \$250m. talised at \$280m.
Political leaders see the

regional exchange as an important instrument in a longer term goal of integrating their

Wain Iton, general manager of the Jamaican Stock Exchange. "There is also a low level of 10 members of the community have stock exchanges; but if new ones are established, they would immediately hecome

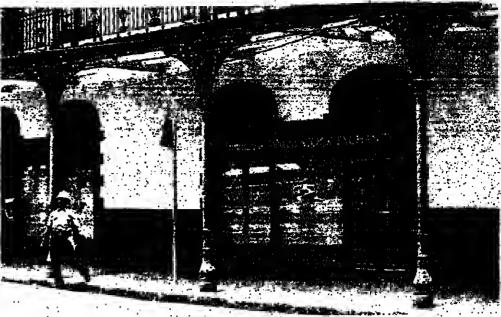
controls on the movement of

part of the regional network. Carlinean bankers have suggested that the regional

suggested that the regional exchange can reduce the dependence of highly geared companies on loan capital. The cost of money is high and changes rapidly; raising equity capital will be a better risk.

Ms Gonzalez says that one initial, and politically sensitive, problem has been overcome. This was the timely settlemant of transactions. Several Carihhean governments have exercised stringent controls on the movement of

foreign exchange in the past. Getting a credible agreement to cover payments was impor-tant to investor and broker confidence. The concern has been mainly with Jamaics: the Jamaican dollar currency has been floating since September, and it has depreciated since



Trinidad and Tobago has been the focus of activity on the fledgling Caribbean exchange

then hy 22 per cent. The island is suffering from a chronic shortage of foreign exchange. An attempt was made earlier this year to have the central banks of the three countries create a pool of \$11m to cover transactions. Mr Iton says that, in the event, only Jamaica is maintaining a pool of \$5m. The central banks of Trinidad and Tohago and Barbados have

agreed to give priority treat-ment to requests for foreign exchange to cover transactions on the regional exchange.

Most interest so far has been

in Trinidad and Tobago's successful conglomerates and its banks. Jamaican analysts consider it significant that there has been a small Trinidadian purchase of shares in Telecom-munications of Jamaica (TOJ),

in which Cable and Wireless, of the UK, has a majority stake.
"Although interest in Jamaican shares is relatively small, the purchases which will be made will be very selective," says one broker. "Only companies like TOJ, which is a monopoly with guaranteed profits, and well established companies in other sectors. companies in other sectors, will be favoured."

Spain and France provide the interest after rate cut

SPAIN AND France provided the interest yesterday, after the Spanish central bank cut its official intervention rate, writes Our Markets Staff, MADRID huzzed with excite-

ment on its return from Wednesday's holiday, although share prices were mixed. The interest rate cut, merger specu-lation and company results enlivened trading. Block trades swelled turnover to about Pta37bn, the third time turnover has been near or above Pta30bn in a week, compared with a recent daily average of Ptalihn. The general index eased 0.02 to 286.43.

Banesto jumped Pta230 or 5.5 per cent to Pta4,400 on volume of 1.24m shares, including a block of 667,990 at Pta4,210 a share. A dealer suggested that the bank was pushing up its share price before the shareholders' meeting later this meeting later this month. Merger speculation also boosted the shares, with Banco Santander mentioned as C\$16% after reporting a firstquarter loss of 10 cents versus a profit of 1 cent last year.

FT-SE Eurotrack 100 - May 16 Open 10 cm 17 cm Noon 1 pm 2 pm 3 pm Close 1111.92 1112.69 1113.34 1113.53 1113.10 1113.96 1113.76 1112.66 Day's High 1114.92 Day's Low 1111.87 May 14 1116.47

the potential partner, Santan-der fell Pta150 to Pta5,580 on 415.149 shares.

buyer of a block of 8.9m shares

or a 4 per cent stake – in
Fecsa, which lost Pta9 to
Pta761 on a total 10.63m shares.
Hispano and Central were requoted after announcing merger plans on Tuesday. His-pano gained Pta155 or 4.7 per cent to Pta3,430 on 738,179 shares, while Central edged up

Pta10 to Pta4,680. Telefonica's first quarter was worse than expected, but the stock rose Ptal0 to Ptal,015 on 2.5m shares after falling on Wednesday in Barcelona. Rep-sol rose Pta45 to Pta2,640 on its

sol rose Pta45 to Pta2,640 on its first-quarter figures.

PARIS was encouraged by the Spanish interest rate cut and by hopes that Mr Pierre Bérégovoy would remain finance minister. The CAC 40 index gained 23.68 or 1.3 per cent to 1,826.31. Turnover rose to FFr2 8bn from FFF2 lbn. to FFr2.86n from FFr2.10n.
Peugeot rose another FFr19
or 3.4 per cent to FFr880 on

voluma of 264,875 Shares. Prime Minister Edith Cresson ed that she did not want Japan to wipe out the European car industry, and Insee, the national statistics office, said industrialists expected demand - especially for cars to rise in coming months.
FRANKFURT marked the

official resignation of the Sundesbank president, Mr Karl Otto Pöhl, with a rise in the DAX index of 7.73 to 1,593.08; this followed a 1.65 gain to 574.68 for the FAZ at midsestion. The DAX however is sion. The DAX, however, is still 22.55 down on the end of last week, before the resigna-

volume was level at DM4.3bn and share prices were stable or a little better. Among cars BMW rose DM10.50 to DM563, and in retailing, Karatadt recovered some of last week's losses with a rise of DM13 to DM629. SEL recovered DM21 to DM340 after its weakness last week when it passed the dividend. But Viag dropped DM6.70 to DM348.20 on falling aluminium prices.
MILAN opened the June trading account lower on continued selling of Generali. The market was also depressed by 93 shares going ex dividend. Tha Comit index fell 4.73 to 572.93 in volume estimated as lower than Tuesday's L221bn.

Generali fell L830 or 2.6 per cent to 1.34.750 at its official

cent to L34,750 at its official close and slipped to L34,425 later. Fiat continued to hold its ground ahead of its results due next week. It gained L37 to L5,455 hut fell back to L5,380 after hours.
ZURICH was underpinned by Frankfurt and a higher New York opening. The Credit Suisse index rose 1.2 to 538.6. Rocha certificates gained SFr60

to SFr4,600 on its forecast of higher 1991 profits. Union Bank stood out with a rise of SFr40 to SFr3,640, and Winter-thur was up SFr50 to SFr3,950, AMSTERDAM was lifted briefly by better-than-expected first-quarter results from Royal Dutch. However, the CBS ten-dency index closed 0.2 down at

93.3. Royal Dutch ended 40 cents up at F1 157.10. after a cents up at F1157.10. after a day's high of F1158.60.

COPENHAGEN, generally flat with the CSE index 9.08 higher at 344.94, saw Bang & Olnfsen B shares drop DKr16.50 to DKr208.50 on the absence of the big buyer which had been supporting the price.

ISTANBUL tumbled 2.7 per cent to a four-month low. The market index closed at 3.421.21.

market index closed at 3,421,21, down 94.38. The ATRICAS gen-eral index lost 27.54 or 2.6 per-cent to 1,018.95. The market has fallen 23 per cent since early March.

SOUTH AFRICA

WEAKER bullion prices pulled gold shares lower after two days of gains. The JSE all gold index closed 10 down at 1,151 after rising to 1.177 earlier. The all-share index also fell 16 to 3,040. The industrial index was up 2 at 3,493.

nk o

ASIA PACIFIC

High-technology shares follow US lower

Tokyo

SHARE prices lost further ground yesterday following the decline on Wall Street. The high-technology sector was particularly weak, writes Emiko Terazono in Tokyo. The Nikkei average_closed

down 302.20 at 25,520.27 after a day's high of 25,771.38 and low of 25,497.48. Volume remained depressed at 260m sharas, down from 280m. Declines overwhelmed rises by 830 to 148, with 125 issues unchanged. The Topix index shed 18.12 to 1,947.48, hut in London the ISE/ Nikkei 50 index eased just 0.72

The Tokyo Stock Exchange announced that arbitrage positions as of May 10 had approached a record Y1,160hn. Concern that unwinding of the positions would depress the Nikkei index has added to the negative sentiment.

Traders said Institutional investors were turning to other financial markets. Mr Bill Wilder. bead of research at Schroder Securities, said government-related pension funds and domestic institutions had

indicated interest in the gov-ernment bond market. "There is lots of liquidity, but no one is interested in stock invest-

ments at the moment. The weakness in high-tech-nology stocks on Wall Street weighed down the sector in Tokyo. The strooger yen also prompted selling in the sector. oshiba fell Y19 to Y783.

Daiwa House Industry, which released favourable annual results on Wednesday, dipped Y20 to Y1.950; investors felt that the good news had been discounted. Similarly, Keyence, the measuring control equipment makar which announced a rise in profits, receded Y700 to Y15,400.

rumours that the company would merge with the Seihu Saison group, or that the Sher-aton Hotel chain might purchase Tokai Kanko.

Some hank issues were strong on foreign buying, reflecting hopes of a discount rate cut. Mitsuhishi Bank climbed Y40 to Y2,840. In Osaka, the OSE average declined 275.11 to 28,382.06 on

volume of 20.6m shares, down from 24.1m. Mor! Seiki, a machine tool maker, shed Y240 to Y2,700. Its pre-tax profits are expected to fall this year.

LOWER interest rates boosted Anstralia and New Zealand yesterday, while good news on the Chinese front lifted Hong Kong. Other Pacific Rim mar-AUSTRALIA stormed ahead

Tokai Kanko, a medium-sized hotel chain operator, climhed Y21 to Y680 on GBE insurance to unwind their cross-holdings. Burns Philp sold 45m shares in QBE at A\$6.70 each. QBE, which fell 60 cents to A\$6.70, sold 40m Burns Philp shares at A\$2.90. Burns Philp lost 5 cents to A\$3.

after a cut in official interest rates. The All Ordinaries index ended 21.1 up at 1,540.3, but below the best of 1,545.3. Turnover jumped to A\$763m from A\$265m, hoosted hy a decision by Burns Philp and QBE Insurance to unwind their

Westpac gained 9 cents to A\$3.60 and National Australia Bank rose 22 cents to A\$6.58; both reported first-half results. NEW ZEALAND ovarcame an early slip, as the advance in Australia countered further

weakness in Flatcher Challenge. The Barclays index gained 6.93 to 1,513.56 and turnover rosa to NZ\$16.6m from NZ\$11.6m. Fletcher eased a HONG KONG rose in active

cent to NZ\$3.80 on 1.2m shares. trading on remarks overnight by US President George Bush, which indicated that he would extend China's preferential trade status for another year. The Hang Seng index advanced 69.97 or 1.8 per cent to 3,859.66, just 10 points off its post-1987 crash high reached on April 3. Turnover swelled to HK\$1.77hn, the heaviest for

two weeks, from HK\$1.2ihn.

SINGAPORE was drawn lower hy Tokyo. The Straits Times Industrial index lost 10.34 to 1,503.06. Turnover increased to \$\$87m (\$\$94m).

Keppel scored tha third highest turnover of the day on reports shout its involvement. reports about its involven

in a ship explosion off Italy last month. The stock fell 20 cents to S\$7.40 on 1.13m shares.

MANILA was troubled by falling liquidity and margin selling. The composite index lost 14.99 or 1.3 per cent to 1,109.49 as turnover fell to 98m

pesos from 218m.

Royal Insurance

FIRST QUARTER RESULTS 1991

- Pre-tax loss reduced from £79m to £63m.
- Improved results in all major property-casualty companies.
- Capital & Reserves up 13%.
- Solvency Margin rises 7 points to 39%.

The first quarter has seen a continuation of our worldwide result improvement programmes. As a consequence, in the competitive conditions, premiums written have reduced. However, in the shorter term market share is taking second place to the achievement of improved performance.

Progress continues on the strategic review of our operations to ensure that they are correctly positioned to achieve an adequate return to shareholders in the longer term. We believe that the measures in hand provide the opportunity to make an improvement on the performance in 1991.

Royal Insurance

A full statement for the first quarter results for 1991 (of which the above is an extract) will be mailed to all shareholders, and is also available from Group Corporate Relations, Royal Insurance Holdings ple.

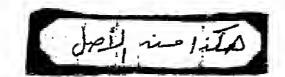
1 Combill, London EC3V 3QR. Please send me a copy of Royal Insurance's first quarter statement.

ADDRESS:

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

EGIONAL MARKETS	WEDNESDAY MAY 1S 1991								TUEBDAY MAY 14 1991					DOLLAR MIDEX		
Figures in parentheses show number of linea of stock	US Doller index	Day's Change %	Pound Sterling Index	Yen Index	DM	Local Currency Index	Local % chg on day	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Yen Index	DM index	Local Currency Index	1991 High	1991 Low	Year ago
ustralia (72)	144.18	+0.8	122.28	125.72	126.68	122.46	+0.1	5.43	143.05	122,00	124.97	126.55	122.36	147.30	112.74	
ustria (19)	204.08	+ 1.4	173.09	177.96	175.31	179.51	+0.1	1.47	201.21	171,59	175.78	178.00	179,30	222_37	187.00	
elgium (60)	139.83	+ 0.7	118.60	121.92	122.86	120.00	-0.1	4.93	138.92	115,47	121.35	122.89	120.09	151.20	121.73	
anada (117)	136,43	-0.4	115.71	118.98	119.86	113.61	-0.5	3.52	136.92	116.77	119.80	121.11	114,17	141.10	126.49	
enmark (31)	242.01	+ 1.0	205.27	211.04	212,64	212.72	+ 0.0	1.58	239.69	204,41	209.40	212.03	212,80	270.56	217.74	250.
niand (21)	118.35	4.0.9	98.68	101.48	102.23	97.49	+ 0.1	2.49	115.31	98,33	100.73	102.00	87.35	125.15	90.61	138.7
rance (112)	138.36	+0.3	117.35	120.64	121.56	124.52	-0.1	3.51	137.96	117.65	120.51	122.03	124.70	152.26	121.85	166.
ermany (96)	110.69	+0.0	93.88	96.53	97.25	87.25	-0.6	2.33	110.64	94,35	96.67	97.87	87.87	125.35	102.43	133.
ong Kong (47)	156.96	+0.2	132.38	136.10	137.14	156.12	+0.2	4.38	155.63	132.89	136.15	137.86	155.87	156.75	119.62	122.1
eland [17]	156.03	-0.2	132.34	136.08	137.09	188.93	-1.3	4.04	156.37	133,35	136.60	138.32	140.74	182.46	132.88	188.1
aly (91)	78.31	- 1.2	66.42	68.26	68.80	73.52	-1.4	3.30	79.23	67.56	89.21	70.08	74.58	68.23	72.05	104.
pan (452)	138.69	-0.1	117.63	120.94	121.87	120.94	-0.3	0.71	138,85	118,41	121.29	122.84	121,29	146.87	118.35	
		-1.1	192.98	198.40	199.91	241.29	- 1.3	3.14	230.01	196.15	200.92	203.46	244.40	247.78	192.83	222
	995.27	+0.5	844.1S	867.88	874.47	3255.92	+ 0.5	0.26	990.72	844.89	865.48	876,40	3240.95	995.27	534.45	477.
etherland (40)	140.56	-0.2	115.22	122.57	123,50	122 12	-0.9	4.27	140.82	120.09	123.02	124.57	123.21	145.73	125.70	143.
ew Zealand (14)	51.89	+ 1.3	44.00	45.24	45.58	46.72	+ 1.0	7.52	51.19	43.65	44.72	45.29	46.25	54.64	41.18	62.
	207.68	+ 0.3	176.14	181.10	182.47	185.41	-0.5	1.63	207.10	176.61	180.92	183.21	186.30	223.24	182.24	241.
	202.29	+ 0.2	171.58	178.40	177.74	164.44	-0.1	2.04	201.82	172.11	176.31	178.53	164.62	208.25	161.63	198.
	210.73	+2.0	178.74	183.78	185.15	151.03	+ 1.7	3.72	206.60	176.19	180.48	182.78	148.54	210.73	173.00	
pain (41)	164.11	+0.4	139.15	143.11	144.19	130.42	+0.0	4.34	163.48	139,42	142.82	144.62	130.42	171.12	151.51	164
weden (27)	176.59	+0.0	151.48	155.74	156.92	160.75	-0.7	2,72	178.59	152.30	158.01	157.98	161.86	204.12	146.60	
witzerland (65)	93.89	-0.3	79.63	61.68	82.50	83.27	-0.4	2.43	94.16	80.30	82.26	83.31	83.60	100.67	82.17	100
nited Kingdom (294)	172.64	+0.3	146.43	150.53	151.87	146.43	-0.2	4.90	172.08	146.75	150.31	152.20	146.75	187.44	156.27	150.
SA (523)	149,19	-0.9	126.54	130.10	131.09	149.19	-0.9	3.28	150.55	128.39	131.52	133.16	150.55	158.24	125.95	
_ 						120.96			139.66	119.11	122.01	123.55			125.50	
rope (936)	139.88	+0.2	116.64	121.97	122.80		-0.4	3.93					121.42	151,52		
	179.81	+0.5	152.51	156.80	157.99	153.83	-0.4	2,10	178.97	152.63	156.35	158.32	154.39	200.81	155.55	197.
	139.14	- 0.1	116.02	121.34	122.26	121.77	-0.3	1.04	139.23	118.74	121.63	123.17	122.09	145.92	117.86	151.
	139.79	+0.0	118.58	121.89	122.81	122.31	-0.3	2.23	139.75	119,18	122.08	123.62	122.69	147.66	121.29	149.
	146.32	-0.9	125.60	129.35	130.34	146.80	-0.9	3.30	149.62	127.80	130.72	132.38	148.10	157.04	125.91	142.
	115.92	+0.0	101.71	104.59	105.38	106.04	- 0.5	3.18	119.90	102,25	104.76	106.96	108.59	129.80	108.85	138.
	143.40	+ 0.5	121.63	125.06	126.01	127.48	+0.1	4.77	142.73	121,72	124.70	128.27	127.38	144.43	111 <i>,4</i> 0	128.
orld Ex. US (1768)	140.88	+ 0.0	119.49	122.96	123,79	123.01	-0.3	2.29	140.82	120,09	123.03	124.58	123.37	148.16	122.32	149.
orki Ex. UK (1997)	139.69	-0.4	118.46	121.82	122.75	129.59	-0.5	236	140.21	119,57	122,49	124.04	130.30	145.77	120.08	145.
orld Ex. So. Af. (2231)	142.19	-0.3	120.60	124.01	124.95	131.11	-0.5	2.63	142.65	121.65	124.62	126,20	131,60	148.66	122.92	145.
orld Ex. Japan (1839)	146.05	-0.4	123.88	127.37	128.35	136.57	- 0.6	3.59	146.62	125,04	128.10	129.72	137.52	152.83	126.69	143.
e World Index (2291)	142.61	-0.3	120,96	124.36	125.31	131.25	-0.5	2.64	143.03	121.96	124.96	126.54	131.92	149.01	123.26	146.



RECRUITMENT

JOBS: Consultancy's study sheds intriguing light on candidates' personally preferred timing

T which time of the week, as a rule, do you readers most feel like changing your job? My reason for asking is not just that I'd like to know whether I am in the majority in feeling disaffected

mainly on Monday mornings. The question has a serious point, which concerns the workings of executive employment markets. As far as I can see, compenies favourite day for advertising upperranked jobs varies from country to country. For example, in Flemish-speaking Belgium it is evidently Saturday whereas in Britain most employers still seem to opt for

Why particular days are picked in different places, however, is a mystery Much though I have tried.

I can find no rational explanation for the variances. They look to be more conventions which, being thoroughly supply-side orientated. pay no heed to the fundamental principle of marketing.

not those of potential candidates. Although the job-for-sale notices usually cost a lot of money, most suppliers simply paste them up on the ordained day and trust that the best fitted consumers will come by

It seems an inefficient way to run markets for such important

The popular days for making applications assets as managers and higher-grade specialists. What makes it Peat Marwick McLintock, I had

When finance executives reply to job advertisements

little hope of any outcome. My seem purblind to boot, is that most employers I've talked to say that pessimism, however, was wrong. There have not been enough their hope in advertising is not just hours for Peat'a to question a significantly large number of people. But it has done the next best thing by analysing replies to two recent advertisements in passively to make their post known to suitable people already seeking one, but actively to attract those with no pronounced interest in making a change.

Hence my curiosity about which time readers mostly feel the urge to be up and off. For if we knew when Britain. One, for a finance director, brought 135 applications. The other, for a director of finance and

ources, attracted 131. The focus was on the day when the applicants' letters were dated, and the results across all 266 replies parised in the table below.

Out of

For each day of the week, it shows the percentages of applicants in three particular sub-groups as well as in total. The sub-groups are those currently out of work, those who volunteered the information that they were positively seeking a fresh challenge as a step up in their career, and those who offered no

career, and those who offered no reason for applying.

As may be seen, except in that last named category where the order is reversed, the most popular days for replying to job ads are, first, Friday and then Monday.

The unemployed appear to be a bit of a special case since for them,

No reason

and Saturday. They are also more apt to apply, and markedly more so than the challenge-seekers, during the weekend — which seems odd, given that they should surely have more free time on the five working days than their counterparts who are on payrolls.

But while pride of place otherwise goes to Fridays and Mondays.

sub-groups or the total, Monday is

matched in popularity by Thursday

that is not necessarily because they are the times when the biggest shares of people feel personally inclined to do their job-hunting. For instance, at first sight the figures seem simply to reflect

Britain's two main market days for executive jobs: Thursdays and Sundays. As far from everyona attracted by the ads will have time to reply within a few hours of seeing them, it seems clear that a lot of the Thursday response will spill over to Friday, and much of Sunday's to Monday.

The only trouble with that market-day-based explanation is that they bear to the spill of

that it doesn't square with the consultancy's findings. Tha two

on two different days, but tha inflow of replies did not coincide with them. Indeed, there was no significant link between the dates of the applications and those of the

perticular ads they referred to. So it would seem that personal inclinations play a part after all which leaves me regretting that, despite Peat's efforts. I cannot take the issue any farther. All I can do is hope the consultancy's findings will prompt agencies in the market to start asking the originally proposed question, and let me know the esults. If so, I'll pass them on.

NOW to some jobs being offered by separate headhunters for clients they may not name. They promise to abide by applicants' requests not to be identified to the ployer at this sta

ployer at this stage. Simon Clarke of Harrison Willis seeks a Frankfurt-based contract controller for the German operations of a British group with the prime task of improving systems of reporting to the UK head office. Candidates should have success in similar work involving German industry, and of course be

fluent in the language.

Initial contract for six months with salary at rate of about DM120,000 a year plus bonus on results, company car and flat. Inquiries to 3940 Albemarle St.

London W1X 3FD; telephone 071-629 4463, fax 071-491 4705. Dudley Edmunds of Trading Places International wants a senior foreign-exchange trader, versed in both inter-bank and proprietary trading with emphasis on spot

transactions, for the London office of an international bank. Salary indicator £70,000 with

usual City perks. Inquiries to 13 Craven St. London WC2N 5PB; tel 071-839 5017. fax 071-839 7060.

David Clarke of Hogg Clarke International seeks a worldwide sales and marketing director for a mechanical engineering company based in Yorkshire. Candidates should be proven managers who have built appropriate specialist have built appropriate specialist success in a job of comparable scope on an engineering back-ground. Languages an advantage. Salary £40,000, bonus and car. Inquiries to 44 Holly Walk, Leamington Spa CV32 4HY; tel 0926 450279, fax 0926 450314.

Michael Dixon

rate cu

SOUTH AFRICA

1991

400

INTERNATIONAL BANKING

it typically was, and employers advertised their jobs accordingly, all parties could surely be better served by the market. The problem

One obvious possibility lies in recruitment agencies and the like which in the course of business,

interview lots of working people. It would be easy for such outsits to

would be easy for such outils to throw in an entra question about the time when the quitting urge most usually surfaces. But while I've suggested as much to at least half a dozen agencies, none has evidently put the idea into force. So when repeating the exercise

a fortnight ago in conversation with the consultancy arm of KPMG

is how to find out.

Credit Analysts

Bank of America, one of the world's largest international banks, is recruiting two senior Credit Analysts to Join an established Risk Analysis group and work closely with business originators in its Shipping and UK Multinationals teams. With the Bank's commitment to transactional services, corporate finance, treasury and credit products, the successful applicants will work with a varied customer base whilst being exposed to a diverse range of banking products.

Candidates should be graduates and/or qualified accountants and have had either formal credit training with a minimum of 5 years experience, or equivalent analytical experience in a commercial environment. Strong financial analysis and presentation skills are essential. PC skills would be an advantage.

Avenues for career development include risk analysis, credit management, finance and marketing. A competitive salary will be augmented by an attractive range of fringe benefits in line with best banking practice.

Write, in strictest confidence, with full personal, career and salary details to Corinne E. Piller Personnel Officer Bank of America NT&SA, 1 Alle Street, London E1 8DE.

Bank of America

PRIMARY EQUITY ANALYSIS

Europe

Swiss Bank Corporation is a leading European house in Primary. Equities. We are active in all major. international markets with particular focus in Europe, including the privatisation programmes of Eastern

To complement the brokerage analysis teams throughout Europe, the Primary Equities group is seeking two dedicated Analysis, based in London, to focus on Northern Europe, and Southern & Eastern Europe respectively. You will work in close conjunction with the Investment Bankers analysing new issue opportunities in Europe. A significant amount of the work involves valuations of IPO's and privarisation

Ideally you will have more than 5 years' experience in European

country or industry analysis, preferably in more than one country; strong accounting and corporate finance skills and a capacity to work on several projects simultaneously.

Presentation skills are also very important as you will be called upon to work in close co-operation with the Investment Bankers to secure

· · · Please write with full personal, career and salary details to:-Tony Tucker, Human Resources, Swiss Bank Corporation, Swiss Bank House, 1 High Timber Street, London EC4V-3SB. Tel: 071-711 4430.

Swiss Bank Corporation
Schweizerischer Bankverein Société de Banque Suisse

A MAJOR CAREER DECISION But also an exceptional opportunity if

scorely wish to achieve next 12-18 months. You may already not a prerequisite. You will have a down to earth and realistic approx to file, be an excellent communicator lis evods bas baim nego as diw

then teach and train others. substantial income will require commitment, effort and skill. We provide an infrastructure of training and support to underpin your personal attributes and we very much look forward to hearing fro

0243-584182 (24hrs) Michel Basell or Barry Edwards 071-233 269 DON'T PROCRASTINATE

WE CAN TELLYOU WHAT YOU CAN DO!

Our tiests of epotencie and interests reveal your strengths, and which cares well give you must substaction. Find out at any age what you really can do.

CAREER ANALYSTS

Edinburgh

Salomon Brothers International Limited

OPPORTUNITY FOR EXPERIENCED LENDING PROFESSIONAL

Salomon Brothers, one of the world's leading international investment houses, is looking to fill a senior position in the Credit Review function of its London

The role requires a graduate with well developed analytical skills, formal credit training and at least 7 years' lending experience, including counterparty risk assessment gained in a global commercial bank or investment house. Your background will include international as well as UK experience and exposure to the more complex financial and derivative products.

This is a front-line, highly visible position which will involve regular contact with a wide range of departments and senior individuals. If you are a senior professional, with the ability and confidence to succeed in a leading financial institution, please write with a full cv to: Isabel Doverty, Salomon Brothers International Limited, Victoria Plaza, 111 Buckingham Palace Road, London SWIWOSB.

Salomon Brothers

MEMBER OF SFA

Rochester is searching in the following areas

* Convertible bonds * OTC derivatives * Fixed income

* Frankfort Tokyo * Zarich

See Reuters Screens JOBA and JOBS for more information

Rochester Recruitment Lad Tel: (UK) 071-600 0101 Fax: (UK) 071-796 4255

advantage.

to fill vacancies in *London * Hong Kong

Our client is one of Scotland's leading investment houses. The company specialises in equity investment and manages investment trusts, tax exempt funds, and unit trusts. A combination of superior fund performance, quality of service and sound management has

Excellent salary and benefits package

created a highly successful group. Re-organisation and expansion have created the need to streogtheo the investment team at a senior level. This Senior Investment Manager will be involved in establishing broad investment policy, determining sector preferences within one of the specialist teams and identifying individual stocks for investment. Responsibility for client portfolios and relationships will be an important

aspect of the role.

Senior Investment Manager

Independent Fund Management Group

The successful candidate will be aged 33-42, with proven experience of managing money successfully in at least one overseas market, preferably North America. He/she must be able to demonstrate ambition, self-motivation, excellent communication skills and be keen to develop the business, as well as their own career.

Remuoeratioo comprises a high basic salary, valuable benefits package and participatioo in an

For a strictly confidential discussion, please telephone or write to Robin Douglas, quoting reference 1394, at FLA, 58 Queen Street, Edinburgh, EH2 3NS. Tel: 031-220 3689.



EXECUTIVE DIRECTOR

required

for newly formed trading company. Duties will include investment on behalf of clients and general management. The successful candidate will be educated to MBA level, have international investment and corporate treasury experience, be fully conversant with Saudi Arabian business practice, social customs, and language. He or she will need to demonstrate a proven track record in management and the drive and determination crucial to the successful development of a new

Replies with full CV in the first instance to be sent to Mr K Oldale, 20 Blackfriars Lane, London EC4V 6HD

A UNIQUE **OPPORTUNITY** to be in at the start of something special.

Simply By Pergerol Pic have just landed a revolutinoary range of ladies tights, which are guaranteed not to ladder.

No other company offers this gnammete, and we are siming for 20% of this £1.7 billion market with 2 years.

Men and women with leadership and communication skills are required to build a management network on a full or part-time basis. Emense income potential, and no initial inventment required. For details call John or Mariane

071 823 6155

inental Enquiries Welcome

Our client, a successful and autonomous leasing operation; specialises in the small/middle ticket, direct and vendor programme markets. They seek a senior credit professional, aged 28-40 years, to manage the credit function and play a key role in credit committee underwriting decisions. Applicants should possess at least five years in depth assessment experience, including detailed asset/market analysis, gained in a leasing environment. A working knowledge of legal aspects and credit control areas would be an

Please contact Ketth Snow

Jonathan Wren & Co. Ltd., Financial Recruitment Consultants. No. 1 New Street, London EC2M 4TP Tel No. 071-623 1266 Fax No. 071-626 5258

CREDIT DIRECTOR

(DESIGNATE)

£40/45,000

JONATHAN WREN LEASING

BIG TICKET LEASING SENIOR TRANSACTOR £90,000

This renowned European merchant bank seeks an experienced asset finance professional who possesses both technical creativity and exceptional negotiating skills. Currently operating within a respected merchant/international bank or "packager", candidates will be able to demonstrate conspicuous success within the £20m+ sector. This challenging role will encompass the structuring and negotiating of complex capital project transactions, both domestic and cross

Please contact Peter Haynes or Jill Backhouse

Jonathan Wren & Co. Ltd., Financial Recruitment Consultants. No. 1 New Street, London EC2M 4TP Tel No. 071-623 1266 Fax No. 071-626 5258

ONATHAN WREN LEASING

ARE YOU READY FOR A CHALLENGING **NEW FUTURE?**

Do you want to work for one of Britain's best known and most respected financial organisations

Are you prepared to undertake comprehensive training in every aspect of personal financial

Do you want the opportunity to develop your career potential with full back-up support services?

Are you looking for a chance to substantially increase your

if the answer to these questions is yes, and you're smart, intelligent and aged 25-55, you're ready to talk business with Hill Samuel

For Home Counties call or write to:

Michael Crowe, DivisiousI Manager, Hill Samuel Financial Services, 29 Queen Anne's Gate, London SW1H 9BU. Tel: (071) 222 4858.

TOP OPPORTUNITIES

SENIOR POSITIONS IN GENERAL MANAGEMENT

Group Chief Executive Technical Services

c.\\$100,000 Prestigious British Organisation

Impending re-organisation has created customer needs; and develop national this position with the purpose of implementing a newly determined corporate strategic plan. The organisation has an enviable international reputation and employs some 1500 staff in London and the 5outh East.

Key accountabilities will be to formulate and implement the corporate strategic plan; manage a change of culture; lead the senior team; establish divisional objectives and measure progress; exploit synergies to meet

DEPUTY MANAGIN

and international links.

Qualities of commercial acumen, mature judgement and sharp intellect with good communication and manmanagement skills are essential. Some involvement with Government departments would be advantageous. The preferred age range is forty to early fifties.

Please write - stating how the requirements are met - to Lionel Koppen, Ref: 1151, MSL International (UK) Limited, 32 Aybrook Street, London W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

responsibilities including:

Merchant Bank

Nigeria

MANAGING DIRECTOR

c£75,000 package

Our client is a recently established and locally controlled Merchant Bank. Its aim is to provide venture capital, corporate finance and financial services for the development of the industrial base of Nigeria's economy.

In order to strengthen its senior management team an experienced international banker is to be appointed as Managing Director. Aged 35-45 you must have some previous experience gained overseas not necessarily in West Africa, and a proven record of implementing change and developing new products.

Working closely with the Chairman and other directors the Managing Director will control all dayto-day activities, establish new areas of business and provide sophisticated discipline and training for the local management structure.

The contract which is fully negotiable will include generous expatriate benefits:

Please write, enclosing a full career/salary history and daytime telephone number, to John Sleigh FCCA quoting reference J/975/F.

OPPORTUNITIES

PAGE FOR FURTHER DETAILS PLEASE CALL STEPHANIE SPRATT 071-873 4027

MEDTRONIC, a fast growing Fortune 500 Medical Device Company, located in Minneapolis, Minnesota, U.S.A., European Sales 400-500 Million US 5, and 1,300 employees, it looking for a (m/f)

European

based at the European Headquarters in Brussels

The European General Coursel will: A manage and coordinate the delivery of legal advice on hehalf of the Medironic companies in Europe; 4 be a member of the European Group Management Team and will report to the President Medizionic Europe.

Profile: \$ 15 years legal experience in a histinational columny setting;
\$ fluency in English, French, knowledge of German appreciated; \$ Earopear national or background with U.S. law training; \$ capable of operating in a frigh technology environment; ϕ demonstrated shalls in: a implember ness transactions; b. medical regulatory affairs; c. EC including competition law; d. corporate governance.

We offer: & challenging work environment; & highly competitive compensation and benefit package.

Applications to be forwarded to:

Bruce Johnson - c/o Renate Zimmer, Medironic SAJNIV. Immeuble Myron, avenue E. Van Nieuwenbuyse 6, 1160 Brussels,

Selector Europe

A Spencer Stuart Company

Medtronic 2

consultants

1

and managing a multi-site workforce through a branch network is required. Familiarity with a US parent culture would be an advantage.

strictest confidence. Closing date: 29th May 1991.

improving profitability and business growth

developing and implementing marketing strategies

building upon the existing quality improvement process.

Remuneration will reflect the seniority of this position and will include a performance related bonus, quality car, mortgage subsidy and other large company benefits. Applicants should write with a full CV to: Bianca Coulter, Haymarker Consultants, Pepys House, 12 Buckingham Street, London WC2N 6DF Response will be treated in

Candidates, unlikely to be aged under 35, will have demonstrable track records at senior levels in consumer finance or closely related fields. Experience of successfully motivating

Our client is the successful subsidiary of a major US organisation and has achieved prominence in the UK Consumer Finance market. Through a significant branch network and absolute belief in relationship lending and the highest quality standards, business growth

has been impressive. In order to augment this success the company wisbes to appoint a

Initially key areas of focus will be general management and marketing, with specific

participation in executive and strategic operational management of the business

Thames Valley. £ substantial salary and benefits.

Excellent Salary South West Hertfordshire **Health Authority** Director of Marketing and Business Development Commercially minded manager sought for key role in marketing and developing the Authority's operating units through the transition to Trust status. Excellent new infrastructure with first class elinical team and resources. influential new post as part of new, highly focused management team in a period of great change. Reporting to the Managing Director and respons ible for market Rright successful graduate manager from established career in analysis, business planning and the disciplined development of a commerce or the NHS. Record of achievement in line marketing marketing strategy. and corporate business development roles. Managing the information systems which drive performance measurement and service delivery including resource manage-■ Disciplined, structured analyst with high order of numeracy and computer liveracy. Outstanding planner. Results orientated ment and encompassing a Total Quality Management approach. Ensuring the units respond effectively to consumer and market Assisting in the preparation of the Trust application. Motitoring and stature to develop strong links with team members and outcontract management, creating the development strategy and conducting ad hoc analysis. Please reply, enclosing full details to: Selector Europe, Ref F352051L, 16 Connaght Place, London 071-973 0889 Manchester 061-941 3818 Selector Europe London, W2 ZED A Spencer Stuart Company

Excellent Salary Director of Purchasing The effective development of contracts is fundamental to the operation of the reformed NHS. This new position will have major responsibilities for influencing the success of this new purchasing authority. \$70m budget, a new purchasing team and fresh ideas must be combined effectively for success. Highly visible role as part of a dynamic new management team at a time of great change. A challenging and fascinating role for an energetic and ambitious leader. THE ROLE Reporting to the Chief Executive and resp managing and monitoring the Authority's health contracts. Relationship building and external liaison with provider groups and other bodies including hospitals, GPs, FHSAs and Commit Health Councils. Instituting controls, systems and training for operational effectiveness. E Deputising for the Chief Executive with responsibility for corporate affairs administration. London 071-973 0889

Resourceful and resolute graduate with high order of comm tion and negotiating skills. Health care or social services background

■ Numerate and computer literate with successful record of managing change. Strong people orientation with statute and credibility to influence at all levels.

■ An enthusiastic self scarter with high energy levels and task orientation. Relish for a challenge essential.

Please repty, cactoring nun ortal Selector Europe, Ref F351051L, 16 Community Place, London, W2 2ED 071-973 0889

10



This advertisement appeared in the Top Opportunities page of the Financial Times. 132 Responses were received FT Candidate Placed

"I was delighted with the effectiveness of the advertisement placed in the Financial Times, in attracting high calibre candidates with the relevant skills and experience.

Richard Knowles MSL International

DIVISION PRESIDENT and MANAGING DIRECTOR (EUROPE)

Manchester 061-941 3818

A decentralized N.Y.S.E listed corporation is seeking an experienced Managing Director to run a \$15,000,000/year European company manufacturing technical products for applications in the commercial vehicle industry. Markets are throughout the European Community, and includes the Soviet Union, the Eastern Bloc and also the Middle East.

This position requires either hands on European Managing Director experience or U.S. General Manager experience with direct European functional management responsibility. Candidates must speak English and either French or German and be willing to live in Europe.

If you are currently in or have had such a responsibility, can demonstrate a record of exceptional profit improvement and growth in a reasonably related business, and would like to investigate this opportunity further, please send your resume/curriculum vitae in confidence to:

> **Box A1501 Financial Times** One Southwark Bridge, London SE1 SHL.

FINANCIAL TIMES **EUROPE'S BUSINESS** NEWSPAPER

désire vous faire part d'un accord publicitaire LES ECHOS

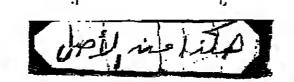
le quotidien de l'économie le plus important

en France. Une annonce dans le FINANCIAL TIMES et LES ECHOS augmentera de façon substantielle l'impact de votre message sur les cadres dirigeants en

Europe. Chaque semaine les annonces paraîtront dans les Echos le mardi et dans le Financial Times le mercredi (le vendredi dans l'Edition Internationale du Financial Times). Pour de plus amples renseignements, veuillez contacter:

STEPHANIE SPRATT 071 873 4027

FINANCIAL TIMES



Private Client Stockbrokers Major Stockbroker

Substantial Package

London/Provinces

A major firm with a very substantial UK parent offers clear opportunities for successful brokers looking for long term commitment to the private client market.

THE COMPANY

MENTALL

a Tiel Carrier sign

fer gafreaten bestieben

Made of the land

建

active in institutional and corporate finance business High quality research and well organised, regionally

based operations/settlements. Expanding private client base in and outside London. Strong support from parent.

THE POSITION

Lead or join well resourced, experienced team of professionalism and dedication.

private client professionals. Continue development and growth of high quality

Excellent reputation as private client brokers. Also Maintain highest professional standards and increase profitability.

OUALIFICATIONS

Proven record of successfully servicing private clients. Flair for developing new clients. Ambitious to lead or

prepared to join established team.

Flair, enthusiasm and energy combined with

Please reply in writing, enclosing full cv, Reference LH2466 071-493 6392



FINANCIAL

SLOUGH - BIRMINGHAM - MANCHESTER - BRISTOL - GLASGOW - ABERDEEN

We need successful professional

assist us in the expansion of our business.

leaders who get on with other people

have the desire to be financially

For company briefing ring

Financial Engineer **AAA European Bank**

City

To £50,000 + Bonus and Benefits

Solid business growth gives the opportunity for an outstanding talent to move to this prime rated successful capital markets and treasury team.

International, diversified banking group with global trading capability. Well capitalised with sound profit

♦ Long established UK presence with recognised product strengths backed by quality delivery.

Strong, stable team committed to relationship driven

THE POSITION

Direct marketing responsibility for UK and overseas corporates, and financial institutions.

Deliver tailored solutions to asset and liability risk

♦ A resource to the bank's marketing teams and its own treasury operation.

QUALIFICATIONS ♦ Ideally a graduate. Minimum of three years' experience in capital markets or treasury.

The product knowledge, creativity and energy to solve complex financial problems. Astute, commercial marketing skills. Stature to build

relationships. Team orientated, supportive, positive approach. Languages preferred Computer literate.

Please write, enclosing full cv, Ref K1996 54 Jermyn Street, London, SW1Y 6LX 071-493 6392



BANKING

Various houses are seeking experienced sales people to cover Germany. Preferably fluent speaking German, but not essential. Good

Uk and European houses are seeking experienced sales people to cover central banks.

Various Houses seek quality individuals with experience of Private Placements, LDC etc.

Various security houses and banks seek experienced US\$ to cover UK accounts. An established client base is essential. Good

Several houses are seeking sales people covering Italy, Spain and Portugal. Essential to be finent in the language of the country being covered. Good packages.

Various quality houses seeking a French National to cover France. An established base is essential. Good packages.

Top quality houses are seeking to recruit MTN specialists. Knowledge of writing programmes would be an advantage. Good packages.

Two prime name bouses are looking for experienced treasury sales people to cover Germany and/or Spain. Exposure to a broad range of treasury products, including FX options together with fluency in German and/or Spanish is a pre-requisite. Good package.

Several quality houses are seeking high calibre candidates trading either German or French Government Bonds. Knowledge of ECU's could be an advantage. Good packages.

Several houses seek experienced money market instrument sales people. Client base is not geographically important. Salary negotiable.

CAMBRIDGE APPOINTMENTS

232 Shoreditch High Street, London E1 6PJ. Fax No. 071 377 0887

EUROPEAN BOND SALES to £75,000

Our client is one of the leading investment banks, with active fixed income or currence

Increased business volumes means that they are now seeking experienced bond sales people to expand their distribution in Europe. We are interested to hear from candidates in their late 20's/early 30's, who are currently covering one or more European centres with a prime name. It is expected that the right candidates will be fluent in at least one European language in

All replies will be treated in the strictest confidence.

Please contact Nigel Haworth or David Scott-Ralphs
Jonathan Wren & Co. Limited, Financial Recruitment Consultants
No. 1 New Street, London EC2M 4TP Telephone 071-623 1266 Facsimile 071-626 5259

JONATHAN WREN EXECUTIVE

NORWICH UNION FUND MANAGERS —

LONDON BASED INVESTMENT ANALYST

Norwich Union Fund Managers, member of IMRO and managing funds in excess of £18 billion, seeks an experienced Investment Analyst to join the Research Team which is now expanding from its Norwich Base and establishing 2 presence in the City of London.

Working closely with the head of the Loudon Research Unit, you will be able to play a key role in the development of the Team and contribute to the larger team as it widens its perspective from a UK base into Europe. The focus of the Research Team is to provide fundamental analysis and original research on equities for the fund management teams.

Educated to degree level you should have at least three years relevant experience. A sound analytical training coupled with an enquiring mind, good communication skills and a high level of self motivation are essential. Some knowledge of a European language would be an added advantage.

A fully competitive salary, backed by 2 first class benefits package including performance related bonus and comprehensive relocation assistance, where appropriate, awaits the successful

We are an equal opportunities employer and happy to consider applications from registered disabled persons. If you wish to accept the challenge and opportunity offered by this post, write now with full career and salary details, mentioning this publication, to:

John Mundey -Investment Personnel Manager Norwich Union Fund Managers Limited 37 Surrey Street Norwich NRI 3UZ

or ring John for an informal discussion on 0603 682963

NORWICH UNION

EUROPEAN-BASED SHIPYARD PROCUREMENT OFFICER Intermaritime Group

Expanding private shipping company seeking accomplished procurement executive reporting to the Senior Shipping Executive.

The successful candidate will be an experienced negotiator able to source and supply high quality resources necessary to the shipping industry (marins equipment, seel, stainless steel; machinery, engines etc.) Although the position will be Geneva-based, the ideal candidate will be

comunication dealing in the Soviet Union and Eastern Europe.

Plance for recurses to Boil Spirmenn 010 41 22-738 4680

APPOINTMENTS WANTED

LLOYDS BROKER with 30 years London broking

esperience, North America Property, casulty, direct and reinsurance and holding U.S. persport wishes to find employment with an American Lloyds correspondent to develop London business.

people now to You will be and

successful. John Mitchell on 071 731 8199

Private Banking Deputy Manager

Banking Package

Rare opportunity for a mature career banker to play an expanding role in an established private bank servicing an important and existing international high net worth client base. Promotion prospects.

services to individuals and their commercial interests throughout the UK and Overseas.

 Highly regarded, successful and profitable with major institutional shareholders. Well structured and forward-thinking corporate philosophy. Dedicated to developing an all-round

service for high net worth clients. THE POSITION

Key member of small professional team dealing directly with prestigious international clients. Report to Manager and Head of London operation.

Responsible for discreet and accurate administration of client's business affairs. European travel.

◆ Private bank providing banking and investment ◆ Liaise effectively with other third party professionals in the administration of aspects of ponfolio and real estate interests. QUALIFICATIONS

Well rounded banker or private client specialist, aged 30-15, with recent experience in relationship banking.

ACIB or relevant professional training combined with

solid banking skills. Conversational French essential. Excellent interpersonal skills. Tactful and resourceful with a keen eye for detail.

Please reply in writing, enclosing full cv, Reference K1890 071-493 6392



BANKING

SLOUGH • BIRMINGHAM • MANCHESTER • BRISTOL • GLASGOW • ABERDEEN

TECO

Convertible Sales

Cazenove & Co., a leading issuer of domestic and euro convertible securities, is seeking to recruit an experienced convertible specialist.

With principal responsibility for convertible sales to

Responsibilities

institutions, the successful candidate will work within the bond sales group in the firm's main trading room. Cazenove has a significant agency broking operation in convertibles and the sales team has comprehensive statistical and fundamental research support.

Qualifications

Candidates - ideally in their 20's - must be able to demonstrate a successful record of handling institutional convertible business. Additional experience in sterling corporate debt would be an advantage.

Remuneration

Cazenove & Co. wishes to attract candidates of the highest calibre and will offer an attractive remuneration package and excellent long-term career prospects.

Applications, in writing and including a detailed curriculum vitae, should be sent to:

Duncan Hunter, 12 Tokenhouse Yard, London EC2R 7AN



WIRTSCHAFTS - und PRIVATBANK ZURICH

wishes to strengthen its management by appointing a *SENIOR EXECUTIVE*

with overall responsibility for the areas Foreign Exchange, Interest and Security dealings The qualifications

·A professional preferably with a Foreign Exchange background and a thorough understanding of markets and risks . Proven team leadership Remuneration will include an attractive fixed salary, incentive bonus and the usual

advantages of a City banking package. A working knowledge af German would be useful. The environment

Wirtschafts- und Privatbank is owned equally by Bayerische Vereinsbank AG Munich and Creditanstalt - Bankverein Vienna. Its London operation with about 40 people concentrates as a private bank on investment services for Individual custamers. Together with Head Office it wants to be an active participant, but not a market maker in FX, Securities and Interest

markets. Day-to-day management of these areas is handled well by existing staff. The successful applicant will be part of the small senior management team of the bank and

> report directly to the Chief Executive. Please write with a full CV - In strictest confidence - to: Mr R J Schmoelz, Chief Executive Officer WPZ Bank (UK) L1d 1 Devonshire Square London EC2M 4UJ

GENERAL MANAGERS -**EUROPE**

We are currently representing organisations

Germany, France and Spain.

General Managers, sought for each location, should combine extensive domestic middle ticket leasing involvement with a thorough understanding of vendor programmes.

Full profit centre responsibilities will be awarded.

Please contact Jill Backhouse or Peter Haynes

Jonathan Wron & Co. Ltd., Financial Recruitment Consultants. No. 1 New Street, London EC2M 4TP Tel No. 071-623 1266 Fax No. 071-626 5258

OPERATIONS DIRECTOR

JONATHAN WREN LEASING

SMALL TICKET LEASING £Neg.

This highly successful leasing company seeks

applications from candidates, aged 35 to 42, who possess excellent credit and operations skills gained at a senior level within the small ticket, or sales aid sectors. Operating above experienced management strata the appointee will have full responsibility for all in-house functions across the company, excluding accounts. Significant involvement in corporate and strategic issues is envisaged.

Please contact Peter Haynes

Jonathan Wren & Co. Ltd., Financial Recruitment Consultants. No. 1 New Street, London EC2M 4TP Tel No. 071-623 1266 Fax No. 071-626 5258

JONATHAN WREN LEASING

1992 M&A

International M&A advisory firm expanding its presance in established offices in France, Germany and Italy. Wa are leaders in middle-market, cross-border acquisition advice with full service offices in the US, Asia and throughout Europe.

We are seeking nationals of each nation to ba compensated as partners. Must be fluent in both local language and English and be entrepreneurial. Proven track record of closing acquisitions is vital.

Please send C.V. in confidence to box A1516 Financial Times, One Southwark Bridge, London SE1 9HL

LANNUNG BANK, COPENHAGEN. seeks

Product Manager, Derivatives

annung Bank is one of the leading Danish specialists in spot and forward currency trading as well as in commodity futures and options

Lamnung Bank is in the process of introducing a total dealing concep in order to further strengthen its position on the above markets.

To that end we are seeking an experienced commodity futures and options dealer to join our Account Management Group as product manager.

Lannung Bank will assist the successful applicant in finding a suitable residence in the Copenhagen area.

Curriculum vitae and relevant details to be sent to Jacob Dahl, Lannung Bank, before May 31, 1991.

Kronprinsessegade DK-1306 Copenhagen K
 Tel. + 45 33 14 55 33. Fax. + 45 33 32 73 73.

GENERAL MANAGER

Small offshore (Caribbean) bank, 100% owned by Swiss investment bank, is looking for a general manager with good knowledge of securities business, accounting, legal (trust, corporate law); knowledge of French, contacts in South America would be an advantage, for minimum 3-5 years. Independent and challenging position. We are offering private house, car and tax-free salary.

Write to Bordier & Cie, attn. V. Guichard, P.O. Box 298, 1211 Geneva 11, Switzerland

PAPER SALES REPRESENTATIVE

in Brussels, is looking for two (2) sales representatives, for respectively the Benelux and the French markets, with the following desirable profile: - At least 3 years experience as mil/merchant/OEM sales representative. To be well introduced in the merchant as well as in the convening sectors. Self motivated, free for travelling and external sales,

Fluent in English and French as a must - others a plus. Candidates should write confidentially and enclose c.v. to: B - 1180 Brussels - Belgium, Chaussee de Waterlooo 1329 - B For the attention of Mrs Havir.

APPOINTMENTS WANTED

1992

Corporate lawyer, 40 years, German, with international experience, fluent in English and French, based in Frankfurt area with excellent contacts to German and French ministries as well as EEC Commission offers assistance and cooperation to foreign law firm wishing to establish and office in Germany.

Write Box A1517, Financial Times, One Southwark Bridge, London SE1 9HL

FIELD SALES EXECUTIVE £17,000 p.a. plus benefits

The Residential Property Pages of the Weekend FT have proved hugely successful since they were re-launched in 1986.

In order to expand on this success, the Financial Times, is looking for a highly motivated sales person to maintain and develop the New Homes and Developments area. This will involve selling to new and existing clients and their agencies all over the UK, both by telephone and face to face.

This will be an extremely challenging position in the current property market. The New Homes area is ferociously competitive and the successful applicant will have to be able to overcome cost objections on a regular basis without resorting to rate cutting. However, there is enormous scope to break into and become responsible for a hugely profitable area of advertising.

Candidates should be educated to at least A level standard and must have a minimum of one years sales experience in a publishing environment.

Experience within the Residential Property Advertising area particularly within New Homes, would be a great advantage. Successful candidates will be able to demonstrate clear ability to go on to work in other parts of the company in due course. A full driving licence is essential.

Please write with C.V. to:-Karen Kew Personnel Manager **Financial Times** Number One Southwark Bridge London SE1 9HL

Closing date: Friday 24th May 1991

FINANCIAL TIMES

Spot Foreign Exchange Dealers

Applications are invited from individuals with a minimum of 3 years' experience in major currencies, including crosses. Successful applicants will have the opportunity to express their views on a wide variety of products and be encouraged to assume responsibility within the room.

A highly competitive compensation, bonus and benefits package is offered. Please reply in writing with details of career to date:

Maria Gigli Personnel Officer The Bank of New York 46 Berkeley Street London W1X 6AA



London Branch

FOREIGN EXCHANGE MANAGER

Switzerland

This £1 billion turnover international organisation has recently relocated its worldwide headquarters. The company operates sales, service and logistics operations in nearly thirty different countries and distributes through an additional fifty. It is a recognised leader within its industry.

Working as part of a high calibre treasury team, this role is key to the successful development of the group. The role will require the development of close working relationships with the treasurers of subsidiary companies.

Key responsibilities will include:

- foreign exchange hedging at Group level and supervision of subsidiaries
- hedging requirements the development of a long term foreign exchange strategy
- Age 24-30

c£35,000+Car+Benefits

- the maintenance and further development of currency management and reporting systems
- · interest rate management

Circa £40,000

+ Bonus + Car + Benefits.

The successful candidate is likely to have developed this expertise within a sophisticated corporate treasury environment-

The role commands an outstanding salary at a low marginal rate of tax and a benefits package which will be tailored to suit the successful candidate's demands.

Interested applicants should telephone Richard Parnell today on (44) 71 437 0464 (fax (44) 71 437 0597) or write to him, enclosing brief details at the address below.

ROBERT • WALTERS • ASSOCIATES

RECRUITMENT CONSULTANTS Queens House, 1 Leicester Place, London WC2H 7BP Tel: 071 437 0464 Fax: 071 437 0697

Glaxo

An invitation to explore career opportunities with Europe's top performing company

Meet some of our Senior Finance Managers for an informal discussion and a buffet North of London (near M25)* on Thursday, 23rd May from 4.30pm to 8.30pm

Glaxo's position as Europe's top performing company was underlined by the 1990 results: profits grew to £1.1 billion on sales of £2.85 billion. This success is set to continue with the launch of a new generation of ethical

Continuing growth will be achieved through astute business management in which finance professionals will play a key role.

Glaxo Manufacturing Services, the Group's internacional manufacturing company, is now seeking high potential Financial Analysts and Accountants, probably aged to 30, for a number of key positions in the UK. You should be a qualified accountant with up to 2

years post qualifying experience or be nearing

These are commercial finance roles where you can quickly make your mark. Glaxo also

- * A fast moving Blue-chip environment with outstanding career progression
- * High visibility with real influence on
- business performance * Excellent continuing training programmes
- * Salaries to £30,000 plus benefits and

relocation where appropriate

* Telephone Suc Rossiter or Francesca Hall-Drinkwater on (0727) 57755 for further information and to reserve your place. If you cannot attend please contact them at Barrett Webb Limited, Ashbrittle House, Lower Dagnall Street, St Albans, Herts AL3 4PA (Fax: 0727 812885) enclosing a full CV.

> Barrett · Webb Search & Selection

MANAGEMENT ACCOUNTANTS FOR A GROUP WITH A DIFFERENCE

Growing business strategy, merger and acquisition Group, developing and enhancing businesses in partnership with co-owners requires Management Accountants for diverse businesses in Gloucestershire, Manchester, West Sussex and London.

These are hands on positions reporting to the Finance Committee for each company and their respective Boards and liaising with the Group Treasurer and his staff.

Proven experience of forecasting, budgeting, cost accounting, sales and purchase ledgers, book keeping supervision, the timely preparation of management accounts and day to day financial management in a small or medium size commercial environment is required. These are jobs for capable and keen individuals of proven skills, team players and communicators who can increasingly contribute within an expanding business. The companies have and apply a unique values statement along with the best of current business practise and operate a corporate culture which requires participation of company members in the development and application of the company's strategic NON-SMOKERS EXCELLENT SALARIES

CV PLEASE TO THE COMPANY SECRETARY ORBRO 407/409 HIGH ROAD LONDON N12 0AP

Financial Director

Our Client is widely recognised as one of the most dynamic companies operating in the highly competitive

new homes market. To help ensure their continued success, they are now seeking an experienced Financial Director to take overall responsibility for the financial side

of their business and make a board level contribution to the on-going development

The successful candidate will be a qualified Chartered Accountant, with the ability to work under considerable pressure and the enthusiasm and drive to motivate a large and busy team.

Experience in the property sector would be an advantage, but is not essential.

The rewards will be commensurate with the seniority and importance of the position, including exceptional salary, profit related bonus, company car, private health and pension plan.

Apply in writing; with full CV, to Matt Fleming, Managing Director.



Aylesworth Fleming Limited, 20 Poole Hill, Bournemouth, Dorset, BH2 5PS.

FINANCIAL DIRECTOR

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER désire vous faire part d'un accord publicitaire avec LES ECHOS

le quotidien de l'écocomie le plus important en France. Une anconce dans le FINANCIAL TIMES et LES ECHOS augmenters de façon substantielle l'impact de votre message sur les cadres dirigeants en Europe. Chaque semaine les annonces paraîtront dans les Echos le mardi et dans le Financial Times le mercredi (le vendredi dans l'Edition Internationale du Financial Times).

Pour de plus amples renseignements, veuillez contacter: STEPHANIE SPRATT 071 873 4027

FINANCIAL TIMES

GROUP FINANCE DIRECTOR

(DESIGNATE)

. c. £35,000 Package

Important large importer and exporter distributor of high quality food products in West London.

Board appointment within three months, reporting to the

Control of company's finances dealing with financial and

management reporting. Assessing the future viability of the company's profit

centres and related staff. CANDIDATE

Age 30-45. Graduate F.C.A. Experience in food industry an advantage. Will need considerable ability, commitment and potential.

Please send full personal and career details, in confidence, to:-

H Carter Pegg F.C.A. Pegg Robertson Wandle House

47 Wandle Road Croydon, Surrey CR0 1DF

A.C.M.A.

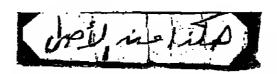
with 6 YEARS POST QUAL EXPERIENCE seeks position as FINANCIAL CONTROLLER or similar role.

Write to Box A1512, Financial Times, One Southwark Bridge, London SE1 9HL. No Agencies

Financial Accountant E1 c£22,000

The expansion of the company has created an excellent opportunity for an accomplished and adaptable Qualified Accountant. This challenging role provides full support to the Financial Director and embraces responsibility for producing monthly and statutory accounts and annual budgets, in addition to day to day management of the accounts department. The successful applicant will be computer literate with a professional outlook.

interested candidates should apply in writing. enclosing a detailed CV to the Financial Director, Box A1506, Financial Times, One Southwark Bridge, London SE1 9HL



ts was way

With grants

Within the con

MIS CHE CONTROL

Water Telland

∾ci biαicπ

We were formed in 1987 by three founding partners, who have grown the businees to comprise, at the present time, of twelve full time tutors aupported by selected associates. We provide tailored menagement training to over 60 major public companies in finance, marketing and people management and trained 5,000 managers in 1990.

The growing demand for our services has created an opportunity for a full time finance tutor, capable of designing and presenting practical programmes in the following areas, to join our team of seven qualified

- financial accounting
- financial analysis
- management accounting
- investment appraisal

We require you to heve a broad-based financiel experience, gained within the service or manufacturing sectors, equipping you with an understanding of total business operations. You must be self-starting in a challenging and intallectual environment, be able to manage highly participative programmes, and be committed to the values of customer service and performance improvement. While desirable, previous training experience is not essential to a candidate of exceptional calibre and flair.

To apply please send your CV to: Robert McCallion. Director, The Management Training Partnership, 14/15 Prebendal Court, Oxford Road,

Aylesbury, Bucks HP19 3EY or ring him on (0296) 23474 for further details.

ACCOUNTANCY COLUMN

An uncertain future for a former safe career

By David Waller

IN THE summer of 1989, 727 students who had been offered a job by a big accountancy firm were asked what were the three most important crite-

ria behind their choice of career.

Over 60 per cent said that they were choosing the profession because of the long-term career prospects; half said that job satisfaction was an important consideration; a third said money influenced their decision. Only 20 per cent ranked job security highly.

This survey was commissioned by KPMG Peat Marwick McLintock, the UK's second largest firm, which last week made 225 newly-qualified accountants redundant and thereby demonstrated that chartered accountants

short-term career prospects.

Those who lost their jobs have an average of up to three years post-qual-ification experience, and include e number of people who have not quali-fied at all and are retaking their pro-

fessional exams.

In the south-east according to Mr
Jim Butler, Peat'a senior partner, 100
jobs are going in the London office
and a further 60 elsewhere in the

region.

The job losses are small in terms of the firm's total professional staff of 7,000, but constitute probably the largest batch of redundancies ever made by a UK accountancy firm.
What lies behind the staff cuts which would have been unheard of even six months ago — is the failure of young, newly-qualified accountants to move on to jobs in merchant bank-

ing, venture capital, stockbroking and

These jobs simply do not exist in the present economic climata and young accountants have chosen to stay with the firm until conditions brighten. For most of the eightles, the firms had to struggle hard to retain staff; now they face the very opposite

In Coopers & Lybrand Deloitte's consultancy department, staff turn-over once reached e giddy 30 per cent a year, the firm worked hard to get

Accountancy does not necessarily even offer short-term career prospects

the figure down into the mid-teens. Now it finds that the turnover rate is under 10 per cent e year.

This lack of movement among staff

This lack of movement among staff coincides with declining fee income, putting a double squeeze on firms' profitability.

The redundancy terms at Peat'a are not ungenerous – three or four months salary plus "outplacement" advice to help the unfortunates find another job, and financial assistance for those yet to complete their exams. However, this is unlikely to enhance tha attractiveness of chartered accountancy as e career, posing another problem for the firms: how to recruit the hundreds of graduates they need to keep the audit machine they need to keep the audit machine running. Peat'a itself is looking for 850

graduates this year, down from 1,000 last year.

Up until recently, the firms would not have risked the public relations consequences of making people redun-dant. The move from Peat's – which follows similar but not quite so dras-tic steps to reduce staff at Coopers and Ernst & Young — reflects the severity of conditions in the market

Conditions are not helped by the fero-cious price competition, one manifes-tation of which is the practice of "low-

According to incensed smaller practitioners, the hig firms are increasingly willing to take on audit assignments et fees which do not reflect the

The incentive to grah an audit is great. Companies rarely change their euditors so when e firm wins a new assignment, it is a job for life, or at

assignment, it is a job for life, or at least for e long anough period to recoup the initial loss by gradually putting up the fees, or hy selling on consultancy services.

The threat to the public interest is that the independence of the suditing firm is compromised by its oeed to make a profit out of the relationship. Under this kind of pressure, the auditor is unlikely to take a robust stand. on a point of principle: he will be putty in the hands of management.

Mr Tim Richmond, national management. ing partner of Pannell Kerr Forster, the UK's nint blargest firm, says:
"Our clients regularly receive phone calls from other firms willing to do the work for a lot less than we do.

"In general terms I welcome com-petitive pressure but at a time when there is great public concern about the quality of audit it seems extraordinary to choose auch a highly responsible area to be engaged in a

price war."
This feeling is shared by many partners in medium-sized and small firms but the bead of audit at one large firm rebutts their criticism: "The old notion of arriving at a fee by cost plus is no longer wholly appropriate in today's market. You take into account the benefits of establishing a presence in a given market sector. You look at the timing of the audit - whether it fits in with the deployment of your staff and so forth - before you arrive

at a quote.

"I believe that the imperative of the market place would make it incoccivable for a firm to compromise its objectivity. We sell objectivity and there is no conceivable way we could allow ourselves to be compromised."
Rejecting suggestions that there should be some kind of price regulation, he argues: "the more you inter-

fere with the normal market process the more you introduce other prob-lems. The thrust and counterthrust of the market is in the best interest of everybody."

Price Waterhouse has come in for criticism after e froot-page story in last week's Accommancy Age quoted from e letter in which the firm

appeared to offer the Prudential a 2900,000 discount on e proposed fee of

Mr Michael Lawrence, the Pru's finance director, said that the com-

pany bad spent several months reviewing proposals for the audit

from four leading firms.

He said the firms were told that they were teodering solely for the audit and not for consultancy work, and were assessed on a number of criteria, iocluding continuity of staff. industry knowledge, appropriateness of eudit approach and ability to ser-

vice the company worldwide.
"It trivialises the issue just to relate it to fees," he said. However, he would oot comment on whether PW offered the lowest quote, nor would he give any indication of this year's audit fee.

any indication of this year's audit fee.

\[
\textsize \quad

The irooy of this pragmatic approach is that Mr Mitchell's proposals – which include the rotation of auditors and the "quarantining" of auditors and the quarantining of audit from other services – are beginning to stir up support within the profession itself.

His speech last week to the London

Society of Chartered Accountants, in which he outlined his ideas with his customary gusto, received enthusiastic applause, and member of the audience called for him to be elected as an honorary fellow of the Institute of Chartered Accountants in England &

Price Waterhouse



EXECUTIVE SELECTION

Banking/stockbroking

Chief Accountant

c£35-40,000 plus benefits City

The London branch of this wellestablished European bank is involved in investment banking, ... corporate banking and stockbroking. As a result of a restructuring of their finance department, a Chief

Accountant is now required. The individual will take. responsibility for the provision of comprehensive financial and management information for both the branch and stockbroking operation. The role will also

encompass regulatory reporting and control over the preparation of budgets and forecasts....

You will be a qualified accountant with experience in the financial bank, preferably North American or Teutonic. Ideally, you will also have experience of stockbroking.

Strong presentation and management skills, together with a high level of exposure to PC accounting aystems are essential.

Knowledge of German accounting procedures is highly desirable, as is a good working knowledge of the German language.

To apply, please write enclosing full career and salary details and ... - -quoting reference F/1161 to Heather Thomas at: Executive Selection Division Price Waterhouse **Management Consultants** Milton Gate, 1 Moor Lane London EC2Y 9PB

Chief **@elfuk** Financial Accountant

195408 + Or + Competitive Oil Industry Package West End

■ Elf Aquitaine UK (Holdings) plc is one of the largest oil and gas producers operating in the UK North Sea, with tumover exceeding £1bn and employing 700 people, Elf's UK business operations are divided into two distinct areas - oil and gas exploration, development and production and the refining, marketing and distribution of petroleum products.

■ Reporting to the Finance Controller, the Chief Financial Accountant will supervise a sizeable department with responsibility for the accounting of the group's upstream activities, together with the preparation of consolidated accounts and reporting under US CAAP to the French parent company.

 Candidates should be qualified accountants skilled in both operational and consolidation accounting who have experience working within a capital intensive organisation.

industry knowledge would be ideal and some French language ability would be an advantage.

■ The position calls for considerable maturity and management skills which will be found in candidates aged 40-45.

Please send career and personal details giving current remuneration quoting Ref SK 331 to Suzanna Karoly at Ernst & Young Corporate Resources, 21 Conduit Street, London W1R 9TB.

IJ Ernst&Young

WEST LONDON

c £35,000 WITH BONUS + CAR

innovation, this specialist distribution company has produced consistent growth in sales and profits over the last ten years. Turnover is approaching £100m ond expansian into new business areas is planned.

Reporting to the Finance Director and supported by a young staff, you will be responsible for all aspects of management and financial occounting. In what Is seen as a "hands an" role, much importance will be attached to your ability to enhance systems and to deliver management information promptly.

Technically, you will have an accounting qualification backed by extensive experience in the

development of accounting and management information systems. Personally, you should have energy and the will to lead by example.

Please send full personal and career details, Including daytime telephone number and current remuneration level, in confidence la Edward Simpson, Coopers & Lybrand Delaitte Executive Resourcing Limited, 76 Shoe Lone, London EC4A 3JB, quoting reference na. ES807 on both envelape and letter.

Divisional Financial Controller Europe and USA

M4/M25

to £40,000+Car & benefits

Our Client is e £1 billion turnover group, committed to profitable growth by both ecquiaition end A Divisional Financial Controller is required to assist the Finance Director in controlling the

activities of a £200 million lurnover Division of menufacturing businesses operating worldwide from aubsidiaries loceted in the USA end Europe. The role comprises financial analysis and reporting together with systems reviews, project and

acquisition eppreisal. There will be aignificant exposure to the business operationa end it is essential that the candidate can perform at both grass roots and Board level. Candidetes ahould be in their eerly thirties, greduetes with en accounting qualification end preferebly operating company experience within the manufacturing sector. An intelligent,

committed and flexible appraish is assential together with a preparedness to travel overseas. Interested candidates ahould send a CV with present remuneration, day and home telaphone numbers to Jemes Farte, quoting ref 2244.



70 Fleet Street, London EC4Y IEU

Senior Accountant

required to supervise and work within busy accounts department of London based financial services and insurance broking group. A thorough knowledge of C3 category fimbra accounting disciplines and rules, together with previous experience of a computerised environment are considered essential. Very attract remuneration package available to the right candidate.

Write Box A1514, Financial Times, One Southwark Bridge.

APPOINTMENTS ADVERTISING

appears every

Wednesday & Thursday (UK), and Friday (International edition only)

Leading City Solicitors

HEAD OF THE FIRM'S with offices in a number of the world's major financial

Leading a small department, the applicant, as Head of Tax, will be responsible for all aspects of tax planning and management and associated accounting procedures for the partnership and its overseas operations; he or she will work closely with a Tax Partner and report to the Director of Finance. This sensitive role will also involve direct contact with the partners and e wide range of ad hoc projects.

Applicants should ideally be computer literate experienced accountants with extensive tax knowledge gained in a major firm of accountants, a similar large partnership or in commerce; they must also demonstrate that they have maturity and communication akills to be readily accepted at the highest level.

A competitive remuneration package is offered and salary will not be a limiting factor for the right

For further information telephone David Tod BSc FCA or write with full career/ salary history quoting reference D/978/F.

Financial Controller

Manufacturing Group

Up to £35,000 + car

Northern Home Counties

Key opportunity for a tough and ambitious accountant to join a successful engineering group with a highly entrepreneurial culture, substantial parental backing and aggressive growth strategy. Significant promotion prospects.

- World leader in the manufacture and supply of capital
- equipment to the process and offshore industries. UK turnover c.£20m. Substantial order book for 1991 and

THE POSITION

- Responsible for management and statutory accounting through established team. Report to Finance Director. Maintain strict financial discipline. Develop and implement effective control systems.
- Profitable UK subsidiary of \$3bn numover international Special project support to FD and Chief Executive. diversified group.
 Special project support to FD and Chief Executive. Responsible for all bank and audit relationships. QUALIFICATIONS
 - Assertive, commercial ACA/CACA, aged 30-40. Solid management accounting experience from a sophisticated, tightly controlled industrial group. Alen, energetic manager. Inquisitive and challenging
 - results-orientated approach. Strong man-management and interpersonal skills. Able to assume a more senior role in the short term.

Please write, enclosing full cv, Ref K2098 54 Jermyn Street, London, SWIY 6LX. 071-493 6392

Manchester



Financial Controller

... high profile development opportunity

to \$30,000, plus car, plus bonus potential

Our client is part of the world's largest and

most successful wholesaling group with UK turnover in excess of \$650 million. Growth is impressive and continues with the opening of new outlets this year and a programme of planned expansion and diversification, strongly supported by an innovative and highly commercial management team.

A high profile appointment, as Financial Controller you will be responsible for a team of approximately 90 people and for managing all aspects of the company's ongoing financial activities, including the preparation and interpretation of financial information, budgeting, forecasting, statutory reporting, taxation, and payroli. Reporting to the Financial Director but with considerable autonomy, you will also have the innovative skills to make a significant contribution to the business through lurther development of the management information and linancial systems, which impact on corporate

Probably in your early 30s you will be qualified, ideally a chartered accountant with both private practice and at least five years broad based financial management experience in the distribution sector. At ease with computer systems and with a breadth of commercial understanding you will have the stature and interpersonal skills that will enable you to establish credibility at all levels. Demonstrable man management skills will be key to your success in this role which will provide a firm basis lor career development within the company.

Salary is negotiable as shown and the package includes an executive car, private medical insurance and relocation costs where appropriate.

Please write with full career and salary details in confidence - to Ron Goldie, reference 14316, MSL International (UK) Ltd, Sovereign House, 12-18 Queen Street, Manchester M2 5HS.



FINANCE DIRECTOR

c£55.000

+ Executive Car + Bens

ESSEX/LONDON BORDER

Our client is a well established and successful listed Plc engaged in multi-site distribution. They have a history of consistent organic growth over a number of years, backed by a strong and liquid balance sheet. Turnover is c£65m.

The Finance Director will have a wide brief for financial, commercial and strategic responsibilities including managing the finance function, developing and improving management information and budgetary control systems, initiating and implementing change where necessary and enhancing the decision making process at board level.

Applicants must be qualified accountants, (aged 35-45) possess a stable and proven track record and have had a similar position in a publicly listed or large private company.

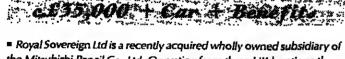
Experience of multi-site businesses is a distinct advantage. This is an ideal position for a forward thinking and decisive person with first rate financial management and commercial skills, who is fully experienced in managing people.

In addition to a competitive salary the remuneration package includes a Fully Expensed Executive Car, Non-Contributory Pension. Private Medical Scheme and Profit Share Incentive

Interested applicants should write enclosing a CV together with current salary details and daytime phone number to Allan Marks at Marks Sattin Ltd, Bewlay House, 2 Swallow Place, London W1R 7AA. Quote Reference: AM/773.

MARKS SATTIN ACCOUNTANCY RECRUITMENT MARKS SATTIN ACCOUNTANCY RECRUITMENT MARKS SATTIN ACCOUNTANCY

Financial Controller (Director Designate)



the Mitsubishi Pencil Co. Ltd. Operating from three UK locations they import and distribute a wide range of high quality competitively priced stationery and graphic materials to industrial and educational clients.

To help support a continued investment programme in Europe my

- client now requires a Financial Controller who will make a significant contribution to the financial performance of the company. A prime responsibility of the Financial Controller will be to produce timely and accurate financial information on which to base recommendations for business efficiency and profit
- improvement. The successful candidate will also play a lead role in the implementation of a computerised accounting system and be prepared to take a firm position with regard to asset
- The ideal candidate will be aged 30+ and a qualified accountant who can clearly demonstrate an impressive track record of tight financial control and imaginative accounting. Good organisational and interpersonal skills are essential and this is an excellent opportunity to develop your career with a progressive
- Please write with a full CV to Lynne Waterhouse, Recruitment Consultant, Ernst & Young, Silbury Court, 380 Silbury Boulevard, Central Milton Keynes

II ERNST & YOUNG

Head of Internal Audit Industrial

c £35,000 + Car/Benefits

East Midlands

A challenging senior appointment to establish internal audit in an expanding international UK Pic as part of its continuing drive towards excellence in financial management. Clear promotion prospects into other senior financial management roles.

- Turnover exceeds £200m. Divisional operations in
- Strong central finance function with Divisional Finance Directors. Computerised systems. THE POSITION
- Establish, manage and develop team in new internal
- audit function. Review accounting, computer systems and business operations. Liaise with external auditors.
- Significant LK Plc with multi-site operations in UK. Implement changes to maintain highest accounting

OUALIFICATIONS

- ◆ Ideally Chartered Accountant, with experience of
- Internal Audit from significant inclustrial energy Management ability, with drive, determination and attention to detail. Computer systems experience essential.

Good communicator, Stature, Aged 28 - 35. Please reply in writing, enclosing full cv. NRS. Bennetts Court. 6 Bennetts Hill. 021-233 4656

FINANCIAL SERVICES

SLOUGH . BIRMINGHAM . MANCHESTER . BRISTOL . GLASGOW . ABERDEEN

Herts/Middx Borders

£50K & Excellent Package

Our client is a fast moving and successful £250m manufacturing division of a highly respected UK PLC. They have an impressive record of achievement and growth in the

In order to meet the challenges of the 1990's, they now wish to appoint an individual of outstanding ability to a high profile role. Reporting to and working closely with the Financial Director, you will provide input into major decision and policy making and be responsible for all financial staff, accounting, systems and financial matters. To be considered for this role you will:

- be aged over 35
- be a computer literate qualified accountant or MBA with a financial background have substantial manufacturing exposure including multi-site experience
- have a confident, assertive, diplomatic personality
- have proven communication and man-management skills ...
- be capable of being an agent of change

Relocation assistance will be provided where applicable.

If you wish to be considered for this excellent career opportunity please apply in confidence to Sheldon Paule, at the address below or telephone him on 071-629 3555.

Brian Ingram Associates 70/71 New Bond Street, London WIY 9DE

GROUP **ACCOUNTANT**

circa £30,000 + BENEFITS

THEALE, BERKS.

+ CAR



- Our client is a worldwide producer of industrial minerals and construction materials with a turnover in excess of a billion pounds. The group is experiencing an exciting period of change, particularly in the US where the company is now listed and undergoing considerable expansion. As a result a requirement has arisen for an additional member of the head office finance team, to be located in Theale.
- The finance team is youthful and small in number and the successful candidate will be expected to undertake a variety of responsibilities. As well as highly developed technical skills the job will also demand a strong aptitude for analytical work with the ability to draw and present commercial conclusions to senior management
- A responsible individual is sought, aged between 24 and 28, with an excellent academic record and at least one years post qualified experience gained in a sizeable plc. Candidates who are currently working with one of the major accounting firms and handling substantial clients will also be given favourable consideration.

Please call or write in full confidence to Nicholas Reed, (Executive Search Division) enclosing a detailed resumé.



PREMIER HOUSE, 10 GREYCOAT PLACE, LONDON SWIP 1SB. TELEPHONE: 071 222 8866, 071 222 8037/8, FAX; 071 233 1759, TELEX: 081 941 3609



FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

INVITE YOU TO A BUSINESS BREAKFAST

THE SELECTION INTERVIEW

- Getting It Wrong and Getting It Right

TUESDAY 21ST MAY 1991. AT THE BIRMINGHAM BOTANICAL GARDENS, WESTBOURNE ROAD, EDGBASTON. 8.00AM - 9.15AM

This Breakfast is designed specifically for finance managers who recruit once or twice a year. The talk will be given by Professor Clive Fletcher of Goldsmiths' College, University of London, and will cover.

- Where and why interviews go wrong
- Good practice in selection interviewing
- New developments and advances in interview methods
- The interview from the candidate's perspective How valid is the interview compared to other assessment techniques?
- Who makes a good interviewer: selecting the selectors

Professor Clive Fletcher was for seven years a consultant psychologist in the Civil Service before moving to Goldsmiths' College, University of London, where he is currently Professor of Psychology. Professor Fletcher has been involved in research and teaching in the field of managerial assessment and appraisal for twenty years. He has written many articles and several books on assessment, including "How to Face the Interview." He is also un the editorial boards of several journals, including Personnel Management. Professor Fletcher's present research interests include the influence of

candidate impression management tactics in interviews.

If you wish to attend the Business Breakfast, please write to Elaine Shepherd at Robert Half, Freepost BM2460, 63 Temple Row, Birmingham B2 4BR. Telephone: 021-643 1663.

Premier UK Merchant Bank FINANCIAL CONTROLLER

Wit A.M. Browner, The Marrie an Element and

Terraria -

Salary & Bonus circa \$75,000

The Group is fully independent, highly rated as an organisation and one of the most profitable of the London based merchant banks. It has a well established global structure with finance represented on the Main Board. A Financial Controller is now required for the dominant business unit in the Group, the central Merchant Bank.

You would work directly with the heads of the main operating divisions of the Bank (investment banking corporate banking and treasury) and be expected to contribute to business strategy (eg by recommendations based on the analysis of risk adjusted return on

You need to be a Chartered Accountant, with a good degree, the bulk of whose experience has been in an international investment banking environment. This could include the division of an international professional firm serving this activity. Preferred age: late 20's to late 30's.



Please write, enclosing a full employment history and giving your current remuneration, to Philippa Clarkson at Mervyn Hughes International Limited, 63 Mansell Street, London E1 8AN:

Appointments Advertising

appears every Wednesday & Thursday

> & Friday (international edition only)

For further information please call

Richard Jones

071-873 3460 Teresa Keane 071-873 3199

Graham Lovelnck-Edwards 071-873 3607

FINANCIALTIMES

INTERNATIONAL FINANCE DIRECTOR

c £100.000 Package

The Company: A worldwide business with a decentralised management structure, a major competitive force in this global and fast-moving consumer market and with a growing reputation for the success of its worldwide strategy.

The International Sector is responsible for the growth and profit performance of operating companies located throughout South East Asia, Australasia, South Africa and Latin America. Its role is to promote their commercial and financial development and support the corporate objective of building a global business through increased market share, profitability and selective

The Role: Reporting to the International Sector Managing Director, the Finance Director is responsible for:

- Providing first-class business advice to the Managing Director on new projects and acquisition possibilities, capital expenditure, joint ventures and other issues affecting Company/Regional performance;
- Driving the Sector's planning, forecasting and control functions in support of the corporate five year Business Plans and International Sector actions deriving from them;
- Advising International and operating management teams on current performance issues and longer-term objectives affecting profitability:

London

Setting performance standards for Fioance staff throughout the Sector, and developing with Human Resources the organisational structure, personnel development and recruitment practices catering for the Sector's growth.

The Candidates:

- Aged 35-45, graduate qualified accountants and possibly MBAs;
- Previous experience at senior financial management level in a multi-national FMCG business, including at least an extended period of residence in the Far East:
- Management drive and energy, allied to first-class technical and planning skills and communications ability at Board and Corporate level;
- Analytical and commercial personalities with recognised skills in personal negotiations.

Strategic plans for the development of the International Sector envisage rapid development of markets and operations in the Far East. A close understanding of that region's working practices and cultures acquired through strong business and family links, and particularly a knowledge of the Chinese language and culture, are sential qualifications. Success in the role can lead to promotion within the corporate Pinance organisation or opportunities in Far Eastern general management.

Candidates should submit their CVs by letter or fax to Elizabeth Parry at the address below. Interviews for selected candidates will be held in London and Hong Kong.

CHARDON X AND ROSE
HUMAN RESOURCES CONSULTANTS

22 Grosvenor Square, Mayfair, London W1X 9LF Telephone: 071-491 0239 Fax: 071-491 0274

Group Financial Controller

Leather Manufacturing c.£35,000+Options+Car

Based in Northants, this well established publicly quoted group is part of a highly rated UK conglomerate. There are four UK and several overseas operating subsidiaries: turnover is £83m. Following a restructuring, a new Financial Controllar is required, to managa both centralised group accounting and also the finance function of a £24m UK subsidiary. Responsibilities include statutory, management and financial reporting. Candidates will ideally be graduate chartered management accountants, with several years' experience of running the finance function within a multi-location, mergin-conscious manufacturing company. Foreign exchange and treasury management experience would be helpful, but more important is resilience, flexibility and ambition. An eye for detail, but ability to see the bigger picture is also essential for a successful career within this expanding group. Please raply, in confidence, with full career details to Peg Eva, as adviser to the company, at Selection Thomson Ltd., 24/25 New Bond Street, London W1Y 9HD or 14 Sandyford Place, Glasgow G3 7NB.

FINANCE DIRECTOR (DESIGNATE)

Our client is a highly successful, privately owned business engaged in the manufacture and

The company seeks to strengthen the management team by recruiting an ambitious qualified

accountant. He or she will have day to day responsibility for all financial reporting, information

systems development and financial management together with considerable commercial

Applicants should be industrially experienced, qualified accountants who can demonstrate

technical excellence, well developed personal skills and the commitment necessary to make a

In return, the company offers a comprehensive package together with excellent prospects for

If you meet the requirements of this challenging position, please send a comprehensive career

résume quoting reference number 3207 to Peter Homby, Touche Ross Executive Selection,

Abbey House, 74 Mosley Street, Manchester, M60 2AT, Telephone: 061-228 3456.

distribution of components and tooling mainly for the automotive industry.

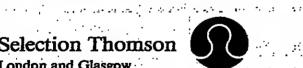
substantial contribution to the growth of the company.

Selection Thomson London and Glasgow

Shropshire

career development.

[F. .



c.£32,000 + Car + Benefits

Financial Controller £40,000 p.a.

A growing international bank which operates a network of commercial banks in Africa has, during its relatively short life, acquired a reputation as a dynamic, forward looking participant on the African banking scene.

Its recent further expansion into francophone West Africa has created a vacancy in its representative office in London for an experienced, qualified accountant, preferably ACA or ACMA, who will report to the Finance Director in respect of the total accounting function for the operations concerned.

Candidates should be fluent in French and English, and have spent part of their career in a banking environment.

They should be prepared to travel occasionally to West Africa. Familiarity with working practices and business methods in francophone Africa would be particularly advantageous.

A company car will be provided :

Please reply enclosing a full C.V. to:

Managing Director, P.H. Recruitment Limited, 3 Shortlands, LONDON W6 8AL.

Young Qualifieds

Bagahot/Swindon/C London Segment without Landow.

One of Europe's Surement high tech manufacturers seeks to expand its manugement/financial accounting teams at the above locations. You will also be involved with ad hoc investigation and systems development work.

Audit Controller Our client, a US multinational, seeks an ACA (from the top 15). You should be currently holding a senior audit post, either in the prof./commerce,

Planning Manager St. Neots, Cambs c. £32,000 car If you possess strong planning cap, then this would be an ideal opportunity to join a major organisation. You must be qualified (under 40), able to make decisions and motivate staff.

Financial Controllers

Harrow et vroams As a result of recent somistions, our client a major electronic/engineering mamfacturing org. seeks to recent qualified accts (under 45) from similar environments to run the above divisions.

Group Financial Controller

Leighton Buzzard, Beds Acquisitive manufacturing PLC seeks a qualified accountant (under 38) for an international operation and group financial management role. European Internal Auditor

Windsor, Berles A computer multinational seeks a qualified acct (under 35) for a development role sowards line management. Operational auditing & grp. trouble shooting are key elements whilst European language skills will be

RING US NOW FOR FURTHER DETAILS



Controller C.£40,000 + Car**International Transportation**

Financial

and Distribution

This is o £1 billion Group which is one of the world leaders in International Transportation and Distribution. The Group oparates aver 200 offices in five continents, has a lead in systems infrostructure and is goining market shore organically in addition to selected acquisitions.

Reporting to the Finance Director the Controller will act os o cotolyst for global profit improvement via the analysis of the key factors influencing the business and revenue/cost variance control. There is a small team of analyst/management occountants to manage, having regional responsibilities and a brief to provide close support to the Chief Executive and his senior Directors.

Applicants must be qualified accountants with the dynomism to lead prafit improvement programmes at top monogement level in a world-class business. Previous experience in a substantial international transportation and/or distribution business is essential. Location M4 corridor. Relocation assistance is available if necessary. Please opply in confidence quoting Ref L477 to:-

Brian H Mason Mason & Nurse Associates 1 Lancaster Place, Strand London WC2E 7EB Tel: 071-240 7805

Mason

Setting Standards for the Auditing Profession

TECHNICAL PROJECT MANAGERS

Auditing Practices Board London c.£35,000 + car + benefits

The Auditing Practices Board (APB) was established in April 1991 by the Consultative Committee of Accountancy Bodies (CCAB) to take responsibility for setting technical standards for auditors and developing practical guidance to assist auditors to carry out their duties.

The plans now being implemented by the CCAB mean radical changes in the system for setting Auditing Standards and Guidelines which has been in place since 1976. As part of a package of measures demonstrating the CCAB's commitment to the APB as an authoritative, broadly-based and responsive standard-setting mechanism, two new full-time posts (at Under-secretary level) have been created to assist in the management of the APB's work programme. Reporting to the Secretary to the Board, you will be part of a ream of four, each responsible for managing a number of key projects on a range of auditing issues. We are looking for conscientious, articulate candidates to fill these posts. You will need to be a fully-qualified accountant, with a broadly-based auditing background and a number of years' post-qualification experience. Proven experience of technical work (for example in a major accounting firm or a regulatory body) would be an advantage, but is not essential. More important is the ability:

- to identify and analyse clearly and concisely issues facing the auditing
- to write and speak on auditing matters confidently and fluently, for both professional and lay audiences.
- to manage and lead the work of the APB's project working parties, and to gain the confidence and respect of senior representatives from the accountancy profession and the wider business community.

Interested applicants should write enclosing a full CV to Robert Charlesworth (Secretary APB) The Auditing Practices Board, PO Box 433, Moorgate Place, London EC2P 2BI.

FINANCIAL CONTROLLER

MBA/QUALIFIED ACCOUNTANT • CENTRAL LONDON

ATTRACTIVE SALARY + CAR + RELOCATION

Merlin Gerin (U.K.) is the British subsidiary of one of the world's largest manufacturers of electrical power products and associated equipment and is recognised as a technological leader in its field. The group has 25,000 employees worldwide including 2,000 throughout the United Kingdom. As an important part of our parent group's corporate strategy, we are about to embark on a period of unprecedented investment

As Financial Controller, you will become an important part of a small, highly motivated U.K. management team with a specific brief covering the following areas:

Introducing and defining group financial controls and methods to existing and future

Controlling and co-ordinating the financial aspects of major commercial projects involving acquisitions, capital investment and systems implementation.

■ Involvement in the consolidation analysis and the Interpretation of monthly reports, annual budgets and business plans submitted by the group'e operating units.

Liaison with French Headquarters regarding the U.K. budgetary and planning procedures

You will be aged about 30, preferably French speaking (refresher courses available), an MBA or qualified accountant with a positive record of achievement, preferably in a commercial or financial position within a manufacturing environment.

The position offers the opportunity to join a growing concern in an expanding market where proven ability will lead to further career opportunities. Salary will not be a constraint for the right applicant.

Please apply, in confidence, giving concise career, personal and salary details to:

David Liddle Merlin Gerin (U.K.) Limited, 33 Golden Square, London, WIR 3PA.







Trainload Freight A division of British Rail

Chief Management Accountant

North London, Package c £40,000, Car

As one of BR's care business sectors, with turnover exceeding £500m. Trainload Freight is implementing a progressive restructuring programme to consulidate its leading position in the brancy hardage market.

Internal reorganisation has now created the need for a Chirl Management Accountant to make a significant contribution to the Divisiun's continued success and profitability.

Acting as Deputy to the Finance Director, and leading a motivated team, the person appointed will critically analyse and appraise financial performance in the four profit centres. as well as developing and enhancing forecasting and budgetary reporting systems and performance measures.

This high-profile, influential rôle calls for a professionally-qualified, commercially-driven individual, who can demonstrate sound carear progression in major organisations, and with the strength of character able to establish credibility amongst colleagues.

Together with excellent career prospects this position carries e competitive salary and benefits package, iocludiog lease car, free rail travel, excellent pension schame and geoerous leave entitlement.

BR is an equal opportunities employer.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to. M.A. Grant or K.D.A. Allen, Hoggett Bowers plc, 1/2 Hanover Street, LONDON, W1R 9WB. 071-734 6852, Fax: 071-734 3738, quoting Ref: H270-14/FT.

ggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LEICESTER, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

Group Finance Director

North West,

c £45,000, Car, Benefits

This I'K quoted ple, with a number of subsidiary operations and a turnover in excess of £70m is experiencing cumbrated growth in the present expromic climate and now seeks to add significant financial management strength to their team.
Reporting to the Chief Executive you will countrol and maximise the performance of all financial aspects and be expected in make a major contribution to the metagement and future growth of the company through the implementation

and close monitoring of financial controls.
You will be aged 30 to 40. ACA/FCA qualified and be able to demonstrate a progressive career in a fast changing service oriented environment, preterably at PLC level. You will have oriented environment, preferably at PLC level. You will have first hand experience in a construction/services based organisation which has shown strong growth, both organically and by acquisition in recent years. Critical elements of control will be those of contract based payments, variance accounting and computerisation. As a self motivated 'liands on' manager you will also be a team player, commercially oriented and possess the personal stature commeosurate with this senior level appointment.

level appointment. The excellent remuneration package, in accordance with a successful group, includes an attractive negotiable salery, profit bonus and relocation assistance as necessary.

Male or female candidates should submit in confidence a comprehensive c.v. of telephone for a Personal History Form to. I. Bewley. Hoggett Bowers plc, St. James's Gourt. 30 Brown Street, MANCHESTER, M2 2JF 661-832 3500. Fax: 061-834 8577, quoting Ref: M11014/FT.

ggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LEICESTER, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

The Council wishes to appoint an outstanding professional as Director of Financial Services. The person

appointed will be a key member of the

Council's Corporate Management Team and will be expected to provide sound and innovative financial advice

managed in an efficient, economic and

cost-effective manner. He or she will be

proactive role for the Financial Services

and Information Technology Units and

thus will make a significant contribution to the Council's response

to the challenges and opportunities it faces up to and beyond the year 2000.

record in the financial management of a substantial and complex organisation in either the public or private sector. They will be expected to demonstrate

technical excellence, well developed

analytical skills and the ability to

initiate and manage

change. As well as

displaying highly

developed inter

personal skills, candidates must

Candidates will be qualified

Accountants with a proven track

instrumental in developing a more

in addition to ensuring that the financial affairs of the Council are

DIRECTOR OF

FINANCIAL SERVICES

c£45,000 negotiable + benefits.

INANCIAL *Management*

OPPORTUNITY FOR OUTSTANDING ACA CENTRAL LONDON/ HERTS \star c£27,000 + CAR + BENEFITS

Mercury Communications, a leading telecommunications business and part of the intarnational Cabla and Wireless Group, has set a target turnover of £2 billion by the mid 1990's with tha attendant need to further develop financial management to support business goals.

Opportunities for commercially minded ACAs have arisen to apply the skills acquired within the profession to a fast growing dynamic environment at the forefront of communications technology. Working closely with senior management, the role covers a variety of financial analysis, planning and forecasting responsibilities with a focus on developing financial information and control systems.

The Company provides excellent prospects for newly qualified chartered accountants

who are seeking highly commercial management accounting experience.

Interested candidates should send their CV to Diana Wastlaka at KPMG Selection and Search, 70 Fleet Street, London EC4Y 1EU, quoting reference M4204 and providing full career and remuneration details together with day and home telephone numbers.



LONDON

TO £37,500

Financial Systems Manager

This unique organisation operating largely in the international arena currently turns over about £400m. To improve its own effectiveness and the management of its substantial resources it is embarking on a period of major and rapid change.

Within the finance function a key senior post of Financial Systems Manager has been created to report directly to the Finance Director and be responsible for up to ten staff. Your prime task will be to take a lead role in the development and mplementation of the planned financial systems migration in order to enhance the organisations complex accounting and management information needs over the next decade.

Concurrently you will also manage the efficiency and effectiveness of the current systems. Based in London there will be a requirement to travel to overseas locations particularly in the initial phases.

experience of working in an environment of mainframe or mint and micro networked financial systems. Ideally this should have been gained in a sizeable organisation. Technical skills must include experience of systems development methodologies and relational devalories.

Personnet attributes required are excellent communication, man management and project leadership skills plus the drive and intellectual abilities to manage change.

Please send full personal and career details in confidence to Chris Hawarth, Coopers & Lybrand Delotte Executive Resourcing Ltd, 76 Shoe Lane, London EC4A 3JB, qualing reference CH824 on both envelope and letter.



MANAGEMENT ACCOUNTANT: SALARY C£20k.

Required by an established company engaged in food processing and distribution, to act as assistant to the financial controller. An experienced accountant, part or fully qualified, will be responsible for preparation of monthly management accounts, cash-

flows, budgets, etc. Must be computer literate and proficient in use of spreadsheets, Please write with full C.V. to

Box A303, Financial Times, One Southwark Bridge, London SE1 9HL

COST EFFECTIVE CAREER COUNSELLING We offer in-depth counselling sessions, psychometric tests, assistance with C.V.s and job applications and access to the unadvertised market at a

For a free preliminary discussion call 071-730 7495 Debenco

To advertise in

The Top Opportunities Section

please contact

Elizabeth Arthur 071 873 3694

Stephanie Spratt 071 873 4027

FINANCIAL English/French bilingual

Commercial University Education. You will be aged between 35-40 and possess excellent accountancy credentials, with experience in man-management. logistics and international reporting.

Finance Manager

ACCOUNTANT

Qualified Chartered Accountant,

enterprising character, with minimum 2 years experience of reputable accounting

firm, sought as C.F.O. for new stockbroking venture of previously highly successful

individuala. Starting salary up to £30,000 with substantial bonus possibilities. Shares may be made available at later date. West end based.

Write Box A1505, Financial Times, One Southwark Bridge, London SE1 9HL

London

£30-£35,000 + Car and Benefits

Our cliant is the UK subsidiary of one of the largest publishing groups in the world, having launched highly successful mass market magazines over the last few years. There now exists an excellent opportunity for an experienced finance

nine staff. Your brief will ancompass financial accounting, management information, treasury, systems development and audit. You should be a qualified accountant and have a minimum of three years experience of running an accounts function. The ability to communicate and a flexible, shirt-aleeves approach are as important to success in this role as strong systems development skills and attention to detail. You should want to

professional to take over tha day to day running of the accounts function. You will report to the Finance and Administration Director and have responsibility for

work in an environment which is demanding yet fun. Please reply in confidence, quoting Ref 1660, to Geoffrey Rutland FCA, ATII, at the address below, giving concise career and salary details and a daytima talephone number, or telsphona tor an informal discussion on 071-489 9000 or 061-878 8395 (evanings).

BDO CONSULTING

BDO Consulting 20 Old Bailey London EC4M7BH

APPOINTMENTS WANTED

QUALIFIED ACCOUNTANT Many years experience at senior level. Seven years in Belgium wishes to work in Europe as FINANCIAL CONTROLLER or símilar,

Write Box A1503, Financial Times, One Southwark Bridge, London SEI 4102

Haviogate Opportunities Employer.

possess a management style which achieves a high degree of efficiency through standard setting, problem

solving, effective delegation and good

The appointment will be made on a five-year fixed-term contract basis; an essential car user allowance is

Conference, Exhibition and Trade Fair

encompasses over 500 square miles of beautiful countryside on the edge of

Application forms and information

centre, and a tourist resort. The District

provided and assistance with

Harrogate is an international

has a population of 150,000 and

pack available from the Chief

hour answering service).

Personnel Officer, Council Offices, Crescent Gardens, Harrogate, North Yorkshire, HC1 2SG, Tel. No. (0423) 568954, Ext. 2293 or (0423) 508728 (24

Closing date for applications:

relocation is available.

the Yorkshire Dales.

At Warner Music UK, we have an eye for talent and a brain for business. Artists like Chris Rea and Madonna have taken us to the top of the music industry - while astute financial planning and business acumen have kept us there.

FINANCE MANAGER

Up to £30K + Car

Wembley

Wednesday, 5 June 1991.

Harrogate Borough

evoiu

In this key role you'll manage, monitor and review the Royalties, Accounts Payable and Recharge areas. This will be a test of your ability to motivate and train your team, to ensure deadlines are met and targets achieved; so interpersonal skills will be very much to the tore. Supervisory experience and the ability to build productive working relationships are also vital. Ref: WEM.

FINANCIAL PLANNING MANAGER

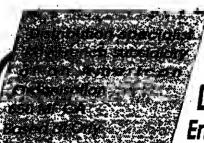
Your main task will be to provide financial planning and enalysis information to the management team of East West Records, one of Warner Music's record lebels, enabling improvements in corporate planning and business decision making. Good interpersonal skills are essential, as you will be expected to explain the finencial aspects of the business to non-tinancial people at all

For both positions, you should be a qualified accountant with at least 2 years' relevant post-qualification experience in a commercial environment. Expanence of a fully-computerised accounting function is essential, as is proficiency in Lotus 123.

At Warner Music, you'll find excellent prospects for promotion and e range of benefits that include free life assurance, pension scheme, staff discount and bonus scheme. If you have what it takes we'd like to hear from you. Please write enclosing your cv, stating the eppropriate reference at the position you are interested in to: Jennie Ainslie, Warner Music UK Ltd. PO Box 59, Alperton Lane. UNITED KINGDOM Wembley, Middlesex HAO 1FJ.



WARNER MUSIC



DIRECTOR

Our organisation is the French substatory of a well-known

We require a flexible, team-oriented individual who has the flair to fit into a dynamic, market-driven organisation, Your background will be in Distribution, having had a

The remuneration package will be very attractive, as will the. opportunities for personal growth and development.

Applicants should send their CV to MERCUR! URVAL.

14 bis rue Daru 75378 PARIS CEDEX 08.

Mercuri Urval

Finance Director

(c. £42,000 plus car)

Norting Hill Housing Group is one of the most successful housing associations in the country. We manage over 10,000 homes and commercial properties, have our own chain of professionally managed charity shops and are involved in a variety of other exciting initiatives. Our success is the result of finding innovative solutions to housing problems.

You will work to the Group Chief Executive and in directing our financial activities you will have contact with government agencies, local authorities, and financial institutions. You will make a significant contribution to the future direction, development and financial effectiveness

Responsible for a revenue budget of £30 million, your enthusiasm and mature leadership will enable your professional team to run efficiently our finances and diverse loan portfolios through a sophisticated IT system.

A qualified accountant with a successful record in management, you will share our commitment to helping

For an informal discussion, please ring Donald Hoodless. Group Chief Executive, on 081-741 1570 ext 220. For our information pack and an application form please telephone our 24 hr ansaphone service on 081-741 2273.

Notting Hill Housing Group is an equal opportunities employee

Nothing Hill

telecommunications, Dans un monde évoluez à la

Dans le codre de son de la company de la com

RESPONSABLE FINANCIER

Diplômé d'une gronde école de commerce (HEC, ESSEC...) ou d'une école d'ingénieur, vous avez acquis une expérience similaire de plusieurs années. Responsable et autonome, vous menerez à bien la mise en place des services financiers, des procédures comptables (comptabilité analytique), du contrôle de gestion, du service paye, de la gestion de la trésorerie, de la gestion financière des contrats.

Pour ces postes, l'anglais est indispensable, l'espagnol souhaitable. D'autres langues seront

Christine CAPELLE-GRENIE, Alcotel CIT - 10, rue Latécoère - 78141 VELIZY Cedex.

Finance Director **Building Materials** c£45k + Bonus + Car

North of England

successful UK PLC.

Our client is a multi-site distributor of building materials, headquartered in the North of England. It is committed to continue to expand its nationwide network of branches and to increasing its share of this highly competitive

The Finance Director will report to the Managing Director and be a key member of the board. The objective of the role is to make a major contribution to the commercial success of this £80m turnover business through a combination of effective financial management and enterprising business analysis. Financial accounting and information systems an controlled and systems driven.

market. It forms an important subsidiary business within a strong and

The ideal candidate will be a suitably qualified accountant environment. He or she will probably be aged between 35

and 45, and have a background in an f.m.c.g. or similar multi-site operation. Sound commercial acumen, a high level of technical competence and professional maturity will be essential characteristics for success in this demanding, high-profile position. A proactive, hands-on approach and excellent communication skills will be vital in enabling this individual to play a leading role in the development of the business.

The remuneration package will comprise an attractive base salary, fully expensed car, generous performance-related bonus and comprehensive benefits package. Relocation costs will be met as appropriate.

> Interested applicants should send a detailed CV, supported by a covering letter, by post or fax, to Maggie Henderson-Tew, at the address below, quoting reference number 400). The closing date for applications is 31st May.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820. A GKR Group Company

Treasurer and Tax Accountant

Our client is a leading listed UK independent oil and gas exploration and production company. A success story of the late 80s, the company has launched into the current decade with an impressive increase in profits at all levels. The company's principal assets are it's UK offshore oil and gas exploration and production interests, but it also has a significant and expanding international exploration portfolio, supported by some international production interests. As a result of the group's sustained expansion, two new key appointments are to be made in London.

Treasurer

£50,000 - £60,000 + Incentives

The treasurer will report directly to the finance director and will be responsible for devising and implementing an appropriate strategy to risk manage the group's currency, interest rate and petroleum price exposure, together with a strategy to manage the cash and debt resources. There will be extensive liaison with relationship banks and close involvement in debt financing negotiations and the subsequent administration and compliance

We are looking for a self motivated individual with extensive treasury management expertise preferably gained in an oil and gas environment. Probably in your thirties you will be able to work on your own initiative and will possess excellent interpersonal skills for a team atmosphere.

Interested applicants should forward a comprehensive curriculum vitae, quoting ref: 3502 to Jonathan Samuelson ACA, Executive Selection Division, Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LH.

表示。还是有"是",但是是是一个是是是一种是一个是是是是

Tax Accountant £30,000 - £40,000 + Benefits

This is a number 2 role within a small and cohesive team, and will report directly to the head of tax. Responsibilities will include monitoring PRT and Royalty positions and liaising with the OTO/DoE; handling CT compliance (with assistance) for all UK Group companies; dealing with group relief, year end planning and deferred taxation. Ample opportunity exists for involvement in ad hoc planning exercises relating to acquisitions and disposals.

Ideal candidates will be ACA/ACCA/ATII qualified with strong corporation tax skills and preferably up to 2 years relevant experience within the energy sector. An ability to work with autonomy is essential - this will be supported by the necessary technical acumen and a 'hands-on' approach.

Interested candidates should contact Matthew Phelps on 071-831 2000, or write to him quoting ref. 2601, at Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LH.

Michael Page Finance International Recruitment Consultants London Bristol Windsor St Albons Leatherhead B

Nottingham Manchester Leeds Glasgow & Worldwide



London & Edinburgh Insurance Group

Manager Financial Controls

Worthing, Sussex

IAGER

London & Edinburgh Insurance Group is a successful financial services Group with a diverse range of insurance products and services, forming part of the ITT Corporation. Over the last decade, the Group's net premiums have increased four-fold to £461 million. This substantial growth has been due to innovativ agement and sound investment in key areas of

Recognition of the need for strong financial controls and efficient business procedures has given rise to an exceptional opportunity for a Manager Financial Controls. Reporting directly to the Assistant Finance Director, specific responsibilities will include:

 Assessing the best means by which the corporate financial control needs of the Group can be met, both in existing and new systems.

Michael Page Finance

International Recruitment Consultants

to balance broad business issues with the detail necessary to recommend solutions to specific and complex problems is essential. A positive, intelligent and practical approach, combined with excellent communications skills and the will to succeed are the key characteristics for this role.

In the first instance, interested applicants should write to Steven Vass BA, ACA at Michael Page Finance, Cygnet House, 45-47 High Street, Leatherhead, Surrey KT22 8AG.

The analysis and review of financial information

summarising clearly the issues requiring attention.

Advice and instructions to staff at all levels across the

Applicants should be graduate Chartered Accountants

with a minimum of four years' post qualification experience preferably within the financial services sector. The ability

finance and other divisions on financial/control issues.

to £35,000 + Car

NISSAN

Greenfield Opportunities

N.W. London

circa £33,000

Nissan Motor Company Is one of the world's largest car manufacturers with an impressive product range renowned for quality, reliability and performance. The recent decision to establish a brand new marketing and distribution company, Nissan Motor (GB) Limited, represents the most challenging and exciting opportunity in the UK motor industry.

An integral part of this new venture is to recruit a high calibre finance team which will be able to respond to the unique challenges presented by such a large scale project. We are currently recruiting for two positions within the finance area the main responsibilities of which will encompass:

Assistant Manager – Accounting

- Monthly financial reporting.
- Control and monitoring of trade accounting
- and expenses Development and implementation of accounting and internal management systems.
- Assistant Manager Finance Monthly management reporting.
- Monthly and annual budgets. Cashflow monitoring and forecasting.

Aged between 28-35 suitable candidates will be qualified accountants (ACA/CIMA/CACA) with a minimum of 2-3 years post-qualification experience in a commercial environment. You should be capable of demonstrating both initiative and flexibility together with the ability to communicate effectively across all disciplines. Well developed man-management skills are a prerequisite.

The salary package will be commensurate with age and experience and will comprise an attractive basic salary, lease car, contributory pension scheme, private healthcare, 25 days holiday and a generous relocation package (where appropriate).

Please write with full career details and current salary package quoting reference LD109 to our consultant Liam Dowds at Michael Page Finance, Page House, 39-41 Parker Street, London WC2B 5LH.

Michael Page Finance

International Recruitment Consultants London Bristol Windsor St Albans Leatherhead Birmingha Nottingham Manchester Leeds Glasgow & Worldwide

FRANCE

We have vacancies with a number of Continental Finance, Service and Manufacturing groups for qualified Chartered and Management Accountants.

If you are aged 23-30, speak French (or Spanish) and would like to work on the Continent for at least two years, telephone:

Paula MacLachian at ASA international, **Recruitment Consultants -**071 353 1244

CHARTERED **ACCOUNTANT**

Expanding Hotel Group has an opportunity for an energetic and ambitious professional, with at least 2-3 years experience in the Hotel Business, who can match our demanding standards.

> For interview and more details please contact

F. Kneer - Tel: 071 723 8064

Finance Director Designate

South Yorkshire c£35,000 + Car + Bonus + Profit Share

Our client is an autonomous, £50 million turnover subsidiary of a major British multi-national engaged in the distribution of industrial products and equipment. Continued expansion is anticipated, both organically and by acquisition.

Due to promotion within the Group, it now seeks to appoint a Financial Controller who, reporting to the Managing Director, will assume full responsibility for all finance and related functions. Emphasis will be placed on the ability to make a significant contribution at Board level, particularly in commercial and strategic areas, allied to the continued enhancement of strict financial control procedures and the further development of management information systems.

Candidates, aged 30+, should be qualified accountants who can demonstrate a track record of success in their career to date. A strong personality, allied with sound technical skills and the ability to communicate effectively across all disciplines, are considered prerequisites. Experience in the field of acquisitions would be an advantage. This is regarded as an excellent opportunity for a positive, enthusiastic and commercially aware individual to make a real contribution to the development of a dynamic business. Career prospects are excellent. Interested applicants should write, enclosing a CV. to James J. Russell, quoting Ref: L8551. at Michael Page Finance, Leigh House, 28-32 St. Paul's Street, Leeds LS1 2PX.

Tel: (0532) 450212.

Michael Page Finance International Recruitment Consultants

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

Where do you find the best business people in Europe?

Here Here. Here. Here. You'll find them here, in the FT. Senior business people all over Europe use the FT throughout their working day. Here. They use it to keep up with news, views, issues and most importantly opportunities. So for the key national and international appointments, using the FT gives you a wider choice of the best candidates. Today Europe is the job market Here. and the FT, Europe's business news paper, is where to find it. If you'd like to know more, please call Penny Robertson on 071-873 3316. Here. One market. One newspaper.